

AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

OCTOBER 15, 1951



Cercis Canadensis Alba

SEEDS

TREE—SHRUB—PERENNIAL
FLOWER—GRASS—VEGETABLE

Correspondence with seed collectors and growers invited.

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Free catalog "Seeds for Nurserymen."

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These are heavy, well rooted 2 and 3-year shrubs that carry many branches and are suitable for critical landscape trade.

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ACANTHOPanax sieboldianus.		DEUTZIA Lemoine.		SALIX purpurea.
18 to 24 ins.	\$ 30.00	12 to 18 ins.	\$35.00	12 to 15 ins.
2 to 3 ft.	40.00	18 to 24 ins.	45.00	15 to 18 ins.
3 to 4 ft.	50.00	2 to 2½ ft.	55.00	18 to 24 ins.
		2½ to 3 ft.	60.00	25.00
ALMOND , Pink, Own-root.	35.00	DEUTZIA Pride of Rochester.	35.00	SORBARIA sorbifolia.
18 to 24 ins.		18 to 24 ins.	40.00	18 to 24 ins.
2 to 3 ft.		2 to 3 ft.	45.00	2 to 3 ft.
3 to 4 ft.	50.00	3 to 4 ft.	50.00	35.00
				45.00
BARBERRY , Red-leaved.	25.00	FORSYTHIA fortunei, intermedia, intermedia spectabilis.	30.00	SPIRAEA Anthony Waterer.
12 to 15 ins.		18 to 24 ins.	40.00	12 to 15 ins.
15 to 18 ins.	30.00	2 to 3 ft.	45.00	15 to 18 ins.
18 to 24 ins.	35.00	3 to 4 ft.	50.00	18 to 24 ins.
2 to 2½ ft.	40.00		60.00	2 to 2½ ft.
2½ to 3 ft.	50.00			30.00
BARBERRY , thunbergi.	16.00	FORSYTHIA Spring Glory.	28.00	SPIRAEA thunbergi.
12 to 15 ins.		18 to 24 ins.	35.00	18 to 24 ins.
15 to 18 ins.	20.00	2 to 3 ft.	45.00	2 to 2½ ft.
18 to 24 ins.	25.00	3 to 4 ft.	50.00	32.00
2 to 2½ ft.	30.00		60.00	40.00
2½ to 3 ft.	40.00			
BARBERRY , Truehedge Columberrry	16.00	HONEYSUCKLE , grandiflora rosea, Pink Tatarian, Red Tatarian.	22.00	SPIRAEA vanhouttei.
Plant patent No. 110.		18 to 24 ins.	30.00	18 to 24 ins.
12 to 15 ins.	23.00	2 to 3 ft.	40.00	18 to 24 ins.
15 to 18 ins.	30.00	3 to 4 ft.	50.00	25.00
18 to 24 ins.	37.00		60.00	30.00
2 to 2½ ft.	45.00			
BUDDLEIA , Butterfly Bush.		ILEX verticillata.	45.00	SYMPHORICARPOS chenaultii.
Charming Ille de France		18 to 24 ins.	55.00	18 to 24 ins.
Dubonnet Orchid Beauty		2 to 3 ft.		22.00
Medium	22.00	3 to 4 ft.		28.00
No. 1	27.00			35.00
BUDDLEIA , Butterfly Bush.		KERRIA japonica, single.	35.00	3 to 3½ ft.
Empire Blue (Patent No. 557)		12 to 18 ins.	45.00	18 to 24 ins.
Royal Red (Patent No. 556)		18 to 24 ins.	55.00	2 to 3 ft.
White Bouquet (Patent No. 536)		2 to 3 ft.		35.00
No. 1, dormant plants, field-grown	35.00	KOLKWITZIA amabilis.	45.00	4 to 5 ft.
CARYOPTERIS Blue Mist.		18 to 24 ins.	55.00	18 to 24 ins.
Medium	22.00	2 to 3 ft.		22.00
No. 1	27.00	3 to 4 ft.		28.00
CORNUS alba sibirica.		LILAC , Common Purple.	25.00	3 to 4 ft.
18 to 24 ins.	30.00	12 to 18 ins.	30.00	18 to 24 ins.
2 to 3 ft.	40.00	18 to 24 ins.	35.00	20.00
3 to 4 ft.	45.00	2 to 3 ft.	40.00	25.00
4 to 5 ft.	55.00	3 to 4 ft.	50.00	30.00
CORNUS Goldentwig.		LILAC , Chinese reticulata.	45.00	3 to 5 ft.
18 to 24 ins.	30.00	18 to 24 ins.	55.00	18 to 24 ins.
2 to 3 ft.	40.00	2 to 3 ft.		40.00
3 to 4 ft.	45.00	3 to 4 ft.		50.00
4 to 5 ft.	55.00	4 to 5 ft.		60.00
CORNUS racemosa.		PHILADELPHUS coronarius.	40.00	VIBURNUM dentatum.
18 to 24 ins.	35.00	18 to 24 ins.	45.00	18 to 24 ins.
2 to 3 ft.	45.00	2 to 3 ft.	55.00	25.00
3 to 4 ft.	55.00	3 to 4 ft.		35.00
CORNUS , Variegated.		PHILADELPHUS lemoinei.	27.00	VIBURNUM lantana.
18 to 24 ins.	50.00	12 to 18 ins.	30.00	18 to 24 ins.
2 to 3 ft.	70.00	18 to 24 ins.	35.00	20.00
3 to 4 ft.	85.00	2 to 3 ft.	40.00	25.00
4 to 5 ft.	110.00	3 to 4 ft.	55.00	30.00
CORYLUS americana.		PHILADELPHUS virginicus.	25.00	VIBURNUM opulus.
18 to 24 ins.	35.00	18 to 24 ins.	27.00	18 to 24 ins.
2 to 3 ft.	45.00	12 to 18 ins.	40.00	22.00
3 to 4 ft.	55.00	18 to 24 ins.	45.00	30.00
COTONEASTER acutifolia.		2 to 3 ft.	50.00	35.00
18 to 24 ins.	35.00	PHYSOCARPUS opulifolius.	30.00	VIBURNUM opulus sterile.
2 to 3 ft.	45.00	18 to 24 ins.	35.00	18 to 24 ins.
3 to 4 ft.	55.00	2 to 3 ft.	40.00	25.00
COTONEASTER divaricata.		3 to 4 ft.	60.00	2 to 3 ft.
18 to 24 ins.	60.00	PHYSOCARPUS opulifolius.	30.00	WEIGELA Bristol Ruby.
2 to 3 ft.	85.00	18 to 24 ins.	35.00	Plant Patent No. 492.
3 to 4 ft.	100.00	2 to 3 ft.	40.00	18 to 24 ins.
CYDONIA japonica.		PHILADELPHUS virginicus.	27.00	22 to 3 ft.
18 to 24 ins.	35.00	12 to 18 ins.	40.00	30 to 40 in.
2 to 3 ft.	45.00	18 to 24 ins.	45.00	60 to 80 in.
3 to 4 ft.	55.00	2 to 3 ft.	50.00	80 to 100 in.
DEUTZIA gracilis.		PHYSOCARPUS opulifolius.	45.00	12 to 18 in.
9 to 12 ins.	25.00	18 to 24 ins.	50.00	25 to 35 in.
12 to 15 ins.	40.00	2 to 3 ft.	60.00	35 to 45 in.
15 to 18 ins.	50.00	3 to 4 ft.		45 to 55 in.
18 to 24 ins.	60.00	4 to 5 ft.		55 to 65 in.
		PRIVET , Regel.		WEIGELA Eva Ratke.
		12 to 18 ins.		18 to 24 ins.
		18 to 24 ins.		2 to 3 ft.
		2 to 3 ft.		3 to 4 ft.
		3 to 4 ft.		4 to 5 ft.
				125.00
		RHUS canadensis.		WEIGELA Eva Ratke.
		18 to 24 ins.		18 to 24 ins.
		2 to 3 ft.		2 to 3 ft.
		3 to 4 ft.		3 to 4 ft.
		4 to 5 ft.		4 to 5 ft.
				45.00
		RHUS canadensis.		WEIGELA Dwarf, variegated.
		18 to 24 ins.		12 to 18 ins.
		2 to 3 ft.		18 to 24 ins.
		3 to 4 ft.		2 to 3 ft.
		4 to 5 ft.		3 to 4 ft.
				70.00
		RHUS canadensis.		WEIGELA rosea.
		18 to 24 ins.		18 to 24 ins.
		2 to 3 ft.		2 to 3 ft.
		3 to 4 ft.		3 to 4 ft.
		4 to 5 ft.		4 to 5 ft.
				65.00
		BLUE HYDRANGEA .		
		2-year dormant, heavy.		
		9 to 12-in. transplants.		\$350.00



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Mount Arbor Nurseries

• SHENANDOAH IOWA •

AMERICAN NURSERYMAN

[Registered U. S. Patent Office]

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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Forms for the November 1 issue will close Monday, October 15.

Forms for the November 15 issue will close Monday, October 29.

Mail copy to arrive at Chicago by these dates—no later!

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RA-PID-GRO

The Double Profit Plant Food



Rose on left was Ra-Pid-Gro fed.



This dispensing display sells Ra-Pid-Gro for you!

PROFIT NO. 1

USE IT!

Nurserymen who use Ra-Pid-Gro know well that it produces:

1. Healthier stock.
2. More saleable stock.
3. Far fewer replacements.
4. Properly timed blooms.

Nurserymen who sell Ra-Pid-Gro know well that it produces:

1. Satisfied customers.
2. Repeat business.
3. Greater sales volume.
4. Extra profit.

USE RA-PID-GRO—AND SELL IT FOR FALL FEEDING

Remember—Plant experts agree that feeding Ra-Pid-Gro to plants, shrubs and trees right up until snow flies prevents freezing back during a severe winter. You can guarantee its results with complete safety.

Stock up on Ra-Pid-Gro NOW!

ANALYSIS 23-21-17

RA-PID-GRO CORP., DANSVILLE, N. Y.

THE MIRACLE LIQUID PLANT FOOD

AMERICAN NURSERYMAN

F. R. KILNER, *Editor and Publisher*

Joan L. Kilner, *Assistant Editor*

Editorial

CALIFORNIA WAYS.

More than the climate makes a visit to California worth while to a nurseryman. Of course, the climate is back of the other reasons, too. The longer growing season makes the production of stock of many types quicker and less arduous than in the eastern sections blanketed by snow in winter. The open ground similarly makes it possible to sell nursery stock nearly every month in the year.

Hence, merchandising, in a variety of ways, is given more constant and vigorous attention than in those localities where the sales season is crammed into a few weeks in spring and a shorter period in autumn. The development of retail salesyards on the west coast brought eastern nurserymen to visit them when they planned similar structures in recent years. How great advance has been made in the eastern part of the country is evident from recent articles and pictures in this magazine.

In the handling of garden supplies and equipment in conjunction with nursery stock, California nurserymen have gone far beyond their eastern brethren, also because the call from the public extends over a much longer period. But a good deal of the advance has been through attention to selling methods, display, merchandising, advertising and all the factors that accelerate turnover.

Highly important, though a comparatively recent factor, is the use of sales literature provided by the supplier of plants, supplies and equipment. These sales helps are not limited to the envelope stuffers that have long been provided by insecticide and fertilizer manufacturers. They have become quite elaborate mailing pieces, printed in colors, devoted to a group of plants which can be featured at a particular season. More wholesale nurserymen are finding it profitable to push their wares by providing the retailers with means of advertising their stock to the public. This is something in which the nursery industry has long been behind-hand, and the number of wholesalers in the entire country who provide this sort of help to the retail nurserymen who are their customers still remains small indeed.

The tremendous increase in population in southern California has

been a factor, besides the climate, to induce intensive merchandising. The number of nurserymen has increased with the advance in population, but the older ones who have been distinguished for their aggressive leadership have added to their sales volume in ways which may well be studied and emulated.

HEDGES VS. FENCES.

One of the ways in which it is hoped that California will not be emulated is in the use of wood, brick and stone where plants would make a more beautiful and livable environment. Someone explained that, as the private estates were curtailed in size, the home gardener—though probably his architect—sought to get more effective use out of a small area by the employment of fences, lattices, terraces, copings, umbrellas and even overhead shade in permanent form, of wood or brick or stone.

In some of the California suburbs where the building of small homes has proceeded as rapidly and on as small lots as elsewhere in the country, this structural treatment of the garden leaves space for little more than a few geraniums at the base of the ranch house overlooking a lawn scarcely large enough to warrant buying a mower. One or two of these structures may pass unnoticed, but when one's eye is filled with fences to the horizon, even the Californians admit that the change has gone too far.

Certainly no umbrella is going to take the place of a shade tree, and trees certainly grow fast enough in California to provide the shade within a couple of seasons—at least, umbrella size. The climate of the Golden state also should rapidly supply hedges of the height of the present fences, though the 6-footers seem to tower in comparison with the low ranch-style house behind it. And if a tight fence is necessary to keep children and dogs in or out, there is still the chicken-wire fence masked by a growing hedge.

The great increase in population in California during and since the war no doubt has increased the clientele of nurserymen there so that available stock can be moved easily. But a great many more trees and shrubs can be sold there if the nurserymen demonstrate to the public their superiority in beauty and usefulness, as well as their equality in a structural way, as compared with

the brick and lumber on which the architects and builders of the west have oversold the citizenry there.

WRITING ADVERTISING.

One of the reasons that some nurserymen do not do more advertising is that they do not feel capable of writing copy themselves and they are not satisfied with the results produced by advertising men unfamiliar with plants. In most cases their lack of confidence in their own ability is surprising, because almost any of them can take a customer by the buttonhole and make a sale on the spot.

Advertising copy is just that, talking to an unseen audience just the way you would to a customer before you. The same simplicity, the same reliance on facts and the same directness in words and approach are effective.

When you are talking directly to a customer, you describe your stock or service, tell him why he needs it and how it will be most satisfactory to him. You present the facts in a persuasive manner.

You do not tell the customer to his face that you have an astounding or even a surprising offer to make. You do not attempt to distort the facts or stretch the truth. You are not likely to be smart and clever in phraseology or presentation. So why attempt such things in advertising?

The nurseryman knows his plants, his service and his other merchandise better than anyone else. The chances are that he can write the best sales copy. He may find it more effective if he lets an advertising man prepare a layout or dress up the sales message a little. Or his printer or newspaper advertising man can do this.

A nurseryman's merchandise is among the most attractive and salable in the world. He needs no tricks to sell it. Straightforward talk is the best advertising copy.

MEN who normally would not work during off seasons at Henry Field Seed & Nursery Co., Shenandoah, Ia., are now employed making aluminum gates at the nursery's new factory at Essex, which will have an exclusive dealership for the gates in four midwestern states. General manager of the new enterprise is George Rose.

Californians Meet at Yosemite

Towering trees and canyon walls of glaciated granite were the awe-inspiring setting of the forty-first convention of the California Association of Nurserymen, held at the luxurious Ahwahnee hotel, in the heart of Yosemite national park, September 24 to 26. The scenic splendors of the famous valley attracted the largest attendance of any California convention and a considerably larger proportion of members' wives. Total registration was 171 men and 105 women.

To overcome the possible doubt of a convention's success in the wilds, away from nurseries and night clubs, the members of the San Joaquin chapter had prepared a program and provided for the visitors' entertainment so well that public commendation and personal thanks were unstintedly given the Willis Striblings and their committees at the convention's close.

One shadow fell on the gathering—the absence of the president, W. S. (Bill) Clark, who was in the hospital, where physicians sought the causes of his current ill health. His wit and cheer were much missed. He had performed the duties of his office during the year, even to the preparation of a president's message, which was read to the convention by his predecessor in the office, Syd Whitehorn.

Officers Elected.

Vice-president Herman Sandkuhle, Sunset Nursery Co., Oakland, acted as chairman with dignity and ability, being elected president for the ensuing year. Jack Evans, of Evans & Reeves, Los Angeles, was elected vice-president in the only

contest for office, a close race with David S. Stump, sales manager of Armstrong Nurseries, Ontario. Since Walter Tecklenburg, Teck's Nursery, Lodi, kept home by business, desired to be relieved of the office, Fred Witsche, F. Lagomarsino & Sons, Sacramento, was elected treasurer. The slate was presented at the opening session by the chairman of the nominating committee, Bert Kallman, Santa Barbara.

The brief opening business included a welcome by C. A. McHenry, chief park naturalist, and the report of the executive secretary, Elmer J. Merz, dwelling chiefly on the history of the association and its program in two score years. Membership was reported as 631, compared to 604 last year. Reading of a telegram from President Clark was followed by a vote to send him one expressing the greetings and good wishes of the members.

Nurserymen's Opportunity.

"Your Opportunity as Nurserymen" was the title of an address by Walter Doty, editor of *Sunset* magazine, which concluded with his colloquy with Mrs. Elsa Uppman Knoll, garden editor of the magazine, on more direct application of his remarks. His theme was that the curtailment of gardening on estates and the reduction in size of home grounds had led to the use of paved areas, brick terraces and wooden fences. Now the nurserymen's opportunity is to substitute plants for these structural materials, in which he offered the cooperation of the magazine.

Mrs. Knoll suggested that the terrace umbrella might be replaced by the silk tree, *Albizia julibrissin*, or the European linden, though she found them hard to find in California nurseries. Vines might replace lattices, and shrubs might replace fences. But the nurserymen should be ready, she said, to supply the plants that were recommended.

"Plant America."

Secretary Merz read a letter from the governor of California sending best wishes for the convention and encouraging the "Plant America" program, in introducing Howard P. Quadland, New York, publicity director of the American Association of Nurserymen.

The notable progress of the program since its inception a year and one-half ago was told by Mr. Quadland, naming but a few of the na-

tional organizations which endorsed and supported the project. State and local programs were multiplying to a gratifying degree. "Plant America" is a continuous program, he declared, of permanent public benefit. The greater the public interest aroused, the more the demand will grow for nurserymen's products.

Historical View.

The luncheon address following "Looking Backward into the Future," by Dr. G. A. Werner, professor of history and public relations associate at the College of the Pacific, sought to forecast the fate of nations by reference to the past.

Dr. Werner traced the rise and fall of European nations as first-class powers and the entrance of the United States into that category in World War I. That and subsequent hostilities had left only two countries in predominant world influence, the United States and Russia. Ideological as well as political conflict between the two poses the problems of the current era. America must, consequently, meet its responsibilities as a world power and maintain its dominance.

Chemical Confusion.

Similarly broad in its conclusions was the address on "The Age of Chemical Confusion," at the Wednesday morning session by Dr. G. F. MacLeod, vice-president of Sunland Industries, Fresno. Until two or three decades ago, he said, the agricultural chemicals, namely fertilizers and pesticides, were relatively few in number and simple in character. World War I brought notable contributions to the fertilizer



Herman Sandkuhle.



Jack W. Evans.

industry, and World War II initiated the multiplying organics among insecticides. As chemistry progresses in its discoveries, their diversity brings confusion to the layman.

But such confusion, asserted Dr. MacLeod, denotes a healthy condition, as the pursuit of knowledge in a free world. He read excerpts from a scientific periodical to indicate the subservience of Russian scientists to the party line. The continued greatness of our own country, he declared, rests in the freedom from political control of science, education and industry.

A. A. N. Report.

Reporting on the activities of the American Association of Nurserymen, Curtis Porterfield, administrative assistant, Washington, D. C., dwelt on political interference with free enterprise as a problem to be faced by businessmen today. Then he told of the work of the A. A. N. to halt attempts at such interference with the nursery industry. To the prompt and vigorous efforts of the Washington office, he said, were due the nurserymen's complete freedom from price controls, the prevention of competition from government agencies and the amelioration of transportation rate increases.

Ultimately, though indirectly, the work of the national association benefits the smallest nurseryman and aids him in governmental contacts in ways he could not undertake for himself. Hence, every nurseryman, large or small, needs his state association and his national association to smooth his business path.

Concluding Business.

Reporting the day-long directors' meeting held Sunday preceding the convention, Martin Usrey announced admission of a new chapter, the Peninsula, by division of the Central chapter, with Jules Christensen, Belmont, as director. The budget for the ensuing year was set at \$16,675, compared with \$16,360 for the past year. Out of the year's balance of between \$3,000 and \$4,000, the association invested \$3,000 in government bonds. The proposal of an apprenticeship program was referred to a committee for study and report at the April directors' meeting. The state association endorsed the medical insurance plan originated by the Los Angeles chapter and adopted by several others.

At the concluding session, Wednesday afternoon, Ralph L. Dorff, assistant sales manager of Germain's, Los Angeles, read the report of

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ENTERTAIN AT YOSEMITE.

Between-sessions Holiday.

While business programs filled the morning and afternoon of the first and third days of California Association of Nurserymen convention at Yosemite, the evenings and the entire second day, September 25, were given over to entertainment that drew full participation by the visitors. Some golfers and sightseers, indeed, were distracted from the business sessions.

Tuesday, motor trips to Glacier point and the Mariposa grove of big trees, Sequoia gigantea, filled morning and afternoon for most visitors. Because of the dry season, Vernal and Nevada falls were small in volume and the other falls were dry. But the rock formations, trees and



JOHN S. ARMSTRONG.

John S. Armstrong, 85-year-old founder of the Armstrong Nurseries, Ontario, Calif., moved there from Ontario, Canada, in 1889, when physicians said he had but a year or two to live. On arrival in California, he worked for a small nurseryman, whom he later bought out, growing Monterey cypress and eucalyptus for windbreaks. Later he grew citrus nursery stock. Forty years ago he aided in the development of the olive industry in California and later pioneered in budded avocados.

In 1900 Mr. Armstrong bought out a small rose grower and expanded that department of the business into one of the largest rose nurseries in the country. When camellias came into public interest he imported many varieties from France and Japan. The list of ornamentals was increased as the enterprise expanded under his continued active interest and the management of his son, J. Awdry Armstrong, president of the California Association of Nurserymen in 1929-30. A grandson, J. A. Armstrong, Jr., graduate of Stanford University in 1950, participated in this convention.

other features of the park are as awe-inspiring at this season as any other. The verdure of the vegetation and the crystal water that thunders over falls, filling Mirror lake and the river, demands a return trip in spring or early summer.

At mid-day an outdoor barbecue was served on the Wawona hotel grounds, as appetizing as it was efficiently served.

North Wins Baseball Game.

Afterwards the annual baseball game between the north and the south was waged in its customary rivalry. Ray Hartman, titled the baseball commissioner, announced at the Wednesday luncheon that the north again won, the third time in three years, 21 to 8. Jack Snyder was captain of the north team; Paul Moulder, of the south. The Mossholder brothers were scorekeepers.

Winners in the golf tournament held the same day were Norman Springer, Paul Bagus and Frank James.

In the evening, campfire singing preceded dancing in the Indian room at the Ahwanee hotel. The "firefall" was witnessed for the second evening at 9 o'clock; burning embers pushed from the high cliff above furnished a breath-taking sight.

Banquet.

The president's banquet, closing the convention, was a gala affair in the huge dining room of the Ahwanee hotel. Ray Hartman, as toastmaster, spoke felicitously of the association's accomplishments, for the edification of the younger generation, and introduced the ten past presidents who were present, as well as the new officers and the guests at the head table. He presented to Julian Herman, president of the San Fernando chapter, the three pieces of luggage to be delivered to the retiring president, Bill Clark, in appreciation of his services to the association.

Bert Kallman announced the decision of his committee to award the Cox cup for outstanding service to the California nursery industry to John S. Armstrong, 85-year-old founder of the Armstrong Nurseries, Ontario. Arthur Cox read a brief biographical sketch of Mr. Armstrong in presenting the cup, on which his name will be inscribed and which he will hold in his possession for one year. Preceding year's awards were to W. B. Clarke, San Jose, and Hugh Evans, Los Angeles.

After an hour's entertainment, featured by the mandolin and guitar

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Retail Nursery Sales Promotion

By Bert T. Kallman

Your committee has seen fit to honor me with the request that I talk somewhat about advertising and sales promotion in the nursery industry. It must be borne in mind by all of you that what I say here is not offered as a magic formula which guarantees good results wherever it is applied. Much of it is probably old stuff to you. I must remind you, also, that what works in one community may not work in another. What I have found to be successful in my business may have been tried and rejected by many of you.

My experiences are my own, and people say I have been successful. That is something I won't argue about. I have been engaged in my own business for about fifteen years. My good wife and I started from nothing, and she can bear me out that there were many times when we did not know what to use for money for our next meal. That is all water under the bridge now. I have made good and don't owe money to anyone.

Now, how did we do it? First, my friends, remember you must grow good plants; second, you must give good service, and, third, you must stand back of your merchandise and keep your promises. I have heard it said that any fool can grow plants. I agree, but you must grow good plants in order to keep selling them. Second, you must give good service. I can bet all of you have had customers say to you, "I quit so-and-so because they promised plants at my place at a certain time and they did not come." Or perhaps you have heard customers say that statements were made that eventually showed up as not being true. You do the same thing to your wholesaler when he doesn't give you good service; so don't blame your customer when he quits you for the same reason and goes to your competitor.

Now, suppose you do have good plants and good merchandise, how do you display them? If your nursery is run like our old country store used to be, with everything helter-skelter and no one knowing what prices are or where plants are located or if you even have them in stock—if such is the case, close your

doors, for people won't patronize you for very long. We must keep a clean and attractive place, everything orderly and, if possible, plants named and priced. Don't be ashamed to price them because if your customer sees a good healthy plant he will pay your price.

Keep your salespeople clean and orderly. Furnish them with smocks, and tell them the customer is always right and comes first. Make the customer feel he or she belongs in your

a small ad when our cymbidium orchids were in bloom. The invitation was for a Sunday between 10 in the morning and 3 in the afternoon, and surprisingly over 1,000 people came to see the display. We did not try to sell anything, as we were the hosts and they were our guests. Any nursery can do the same several times a year with fuchsias, begonias, geraniums or many other colorful plants when they are in bloom.

In the past four years we have had a weekly 15-minute radio talk given by a gardener of a private estate. He is good because he is a gardener himself and knows what he is talking about. It is surprising the large audience he has. People are advised to write to him about any particular garden problems they may have.

Once a week for the past three years we have run a 4-inch 2-column advertisement in our evening paper, in which we advertise one item only for a week-end special, and, believe me, this really works. This page is called "Star Special," and firms in any city, street or neighborhood could join in such a page.

In our case we helped to organize the Milpas Street Merchants' Association (Milpas is the name of the street we are located on). Our organization is a little over 2 years old, but it has produced volumes of business for the merchants on the street. Two or three times a year we put on some promotional sale such as "dollar days," "harvest days," "spring sale" or any such name that will attract the public. For such promotions all of us have ads tying in with the theme, and usually the newspaper comes out with seven or eight pages just for our street. Believe me, it pulls people to your store when you tie in, but you must give them good values and good merchandise and service. (Our slogan is "Shop and Smile on Milpas Mile.") In our organization we promote a Christmas parade, and last year over 20,000 persons came to see it. Such an organization can work on your street if you are willing to take the lead.

In our nursery we have open house about two weeks before Christmas and also before Easter. We don't serve anything; we only invite the public to come and visit with us and enjoy the many plants in bloom for

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Group Conferences at California Meet

Retailers, landscape nurserymen and wholesalers met in separate groups, Tuesday afternoon, September 25, during the convention of the California Association of Nurserymen to discuss topics pertinent to their individual branch of the industry.

Retailers Discuss Merchandising.

The largest number was attracted to the retailers' conference, over which David Stump presided, keeping discussion active so that the two and one-half hours of the session passed quickly. Members of the panel, who individually presented their views before discussion from the floor, were Bert Kallman, Santa Barbara; Willis Stribling, Merced; Chester Baake, Los Angeles, and Donald Perry, San Anselmo.

To condense a long story, Bert Kallman had written out his remarks, which are presented in full on the preceding page. Subsequent questions from the floor brought the statement from Mr. Kallman that he currently spent between three and three and one-half per cent of his sales volume on his advertising budget.

Sales Training and Aids.

Sales training and sales aids were discussed by Willis Stribling, who urged employers to sit down regularly with their employees and talk over their products, customers, competition, advertising, new offerings, etc. To salespersons should be explained the facilities of the organization and why it draws customers. New plants, advertising specials and the particular application of different insecticides and fungicides in stock were suggested topics.

Among sales aids, Mr. Stribling mentioned advertising, whether newspaper, radio or catalog; a register of customers to form a mailing list; pictures of plants and flowers displayed for customers' attention; mailing pieces supplied by firms from which are purchased plants, bulbs or supplies; photographs of better landscape jobs the firm has done, and a folder of photographs of different varieties of fruits and other plants.

Sunday Closing.

Sunday closing was discussed by Donald Perry, who revealed figures he had gleaned from records he had kept the past two years. He found that the daily volume was almost thirteen per cent of the week's total

each day from Monday to Friday, while Saturday was twenty-three per cent and Sunday seventeen per cent. The dollar volume showed less difference, and hence he thought it not difficult to spread over the rest of the week the business that had been done on Sunday. Hence this summer four nurseries in Marin county closed Sunday during July, August and September.

Mr. Perry thought the benefit and greater satisfaction Sunday closing gave to the employees was quite important. He believed that a staff of competent salespersons is required to give service and information to customers. Even a large sales force may be inadequate in the busy season, though too great for other seasons. But to give the best service, the sales force must be kept the year around. The average sales per person were larger than when the help rotated on the Sunday job. Mr. Perry calculated that each salesman must produce in sales five and one-half times his wages.

While his business increased nine per cent during the first six months of 1951, it showed an increase of twelve per cent in July and August, a fact that indicated Sunday closing did no harm.

Sale of Allied Lines.

Chester Baake discussed the display and sale of allied and specialty items in conjunction with nursery stock. At first he had tried to handle everything on the market, but found it a mistake, because of the slow turnover and higher cost. Now he confines such items to well advertised lines and is able to buy enough to get quantity discounts. By giving salesmen five per cent commission, earned by the quantity discount, he sold 86,000 pounds of plant food products of one firm.

Such products should be well displayed and placed where the customers can pick out what they want, for not much time can be spent when selling an individual item.

Mr. Baake advocated the handling of special lines in plants, choosing those of colorful character that flower a long time and having enough on hand to create a vivid impression. A block of fifty to 250 azaleas attracts customers; he sold 5,000 in a season. By displaying pelargoniums in full bloom in large cans along the borders of his parking lot, he sold 10,000 in 3-inch and 4-inch pots. These demonstrator plants,

as he called them, are quite important.

From the floor there developed discussion of Sunday closing, pro and con, which brought out that east bay nurseries close Thursday and keep open Sunday. The problem of replacements also brought vigorous debate, and the general conclusion was that policies may vary according to the character and location of the nursery, but in general the customer is always right and, if he isn't, be gracious and generous in treatment of him. Prices seem to vary considerably from one location to another, but, here again, it was evident that the character of the nursery clientele had something to do with the scale of prices charged. Some felt that only courage was needed to get prices up to the level that would cover current rising costs.

Landscape Nursery Problems.

Chairman of the discussion of landscape nursery problems was Jack Evans, Evans & Reeves Nursery, Los Angeles. Participating in the panel were Walter Anderson, San Diego; Charles Armstrong, Sacramento; Ray Hartman, San Jose, and Paul Moulder, Glendale. Discussion centered on the small \$25 to \$200 job, now increasing, though regarded by some as unprofitable, but welcomed by others because it often results in the buying of a more expensive plan.

Charging for Plans.

A charge for plans in this day of high overhead was unanimously conceded. Least expensive of these presented was the \$5 graph of Charles Armstrong, with the customer doing most of the work by filling in a detailed questionnaire and sending snapshots of all sides of the house, the landscape designer appearing on the job only when ready to begin work. Such plans average an hour to an hour and one-half. When the customer requests that the landscape designer visit the job before beginning work, a larger fee is asked.

Suggested for large jobs was the refunding of \$200, or ten per cent, on a \$2,000 job, as the cost of the plan, thus insuring the purchase of stock from the nursery making the plan.

Although standardization was conceded difficult, because of the flexibility of existing conditions, Ray Hartman felt some specifications were necessary when bids were

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Oregon Fall Meeting

Trade association work, especially that of the American Association of Nurserymen, was the principal topic of discussion at the fall meeting of the Oregon Association of Nurserymen, held at the Congress hotel, Portland, September 18 and 19, with a leavening of business, research reports and entertainment.

The swiftly moving program, enjoyable entertainment and hospitable arrangements testified to the capacity of the younger element in executive office. So it was continued by prompt election of the slate nominated by Wayne McGill and Max Horand.

Officers Elected.

R. A. Walker, Holgate Nursery, Portland, was advanced from vice-president to president, while A. Lynn Brooks, Carlton Nursery Co., Forest Grove, moved from treasurer to vice-president. The new treasurer is Peter Nuffer, Mountain View Wholesale Nurseries, Troutdale. James A. Doty, Doty & Doerner, Inc., Portland, was continued as the indispensable secretary. Sigward Edstrom, U. S. Espalier Nursery, Sherwood, the retiring president, begins a 3-year term as trustee.

Oregon Projects.

Two important projects came before the meeting. The discussion at previous meetings of certification of cherry stocks culminated in a luncheon conference among stone fruit growers, college staff members and department of agriculture officials, which resulted in a decision to go ahead with the project. At the closing session President Edstrom appointed a committee to represent the association in that work, comprising Wayne Melott, C. B. Miller, Samuel Rich and Melvin Mollers.

At the closing session Wayne Melott advanced a proposal, supported by Dean Collins, garden editor of the Portland Journal, that the retail nurseries of the area hold an open-house week in autumn and in spring, when garden club members and the public generally would be invited to visit the nurseries, inspect plants and ask questions. Not only was it regarded as an excellent form of advertising, but it was believed a means of obviating the garden club criticism that nurserymen often seemed too busy to give casual visitors the information they sought. Promise of the local newspapers to publicize such an event added to its attraction.

After much favorable discussion, the proposal of President Edstrom was adopted, that the incoming executive committee appoint a committee to study and act on the proposal.

Other association business was brief. The treasurer reported a healthy balance of approximately \$3,000, but Paul Van Allen, for the membership committee, indicated a decline in active members to 119, only eleven new ones being added in the past year, while twenty-nine had been dropped.

For the transportation committee, Wayne McGill called attention to the numerous increases in rates and out-

receptor. He made a stirring talk, outlining the program's progress and its prospects, as reported in recent issues of the *American Nurseryman*. He urged nurserymen individually to identify themselves with the program.

Pride and gratification were quite justifiably apparent in the announcement that the "Plant America" program had received the grand award of the American Trade Association Executives, as reported in the preceding issue.

Curtis Porterfield, A. A. N. administrative assistant, Washington, D. C., dwelt on the activities of the national association and its service to members directly and to the industry as a whole. In the current period of inflation the association's service in keeping down costs, such as transportation rates, benefits all alike.

Reports of delegates to the A. A. N. convention at New Orleans, Robert Walker on the business sessions and James Doty on the group insurance plan, were supplemented by the third delegate, President Edstrom, in introductory references to entertainment in the French Quarter that incurred intermittent humorous exchanges.

On the following day C. Bert Miller, retiring A. A. N. director from region 6, threw further light on the work of the board of directors in its numerous phases. Then Clyde Stocking, San Jose, Calif., new director from region 6, spoke on the value of the national association to the small operator, such as he had been when he joined the A. A. N. twelve years ago. Service to members in the \$15 dues bracket costs \$14 per year, he stated, leaving only \$1 toward executive office expenses, salaries and other overhead.

Further enlightenment on nursery association operations, services and benefits came in a talk at the concluding session by Elmer Merz, executive secretary of the California Association of Nurserymen, which now has 640 members. He predicted that the Oregon association in time would progress to the stage of employing a full-time secretary, when the services of the organization to its members can be expanded.

State College Hour.

Included in the first afternoon's program were two illustrated talks

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Robert Walker.

lined the work of the A. A. N. in combating them. Peter Nuffer warned of attention needed to quarantines, advising care on the part of shippers of fruit trees into Canada because of stricter enforcement there.

The publicity program of the Oregon Nurserymen's Association, reported Wayne Melott, was discontinued August 1 for lack of funds. Two scrapbooks that were displayed showed the effective work of the publicity representative employed. But the task of raising funds voluntarily proved an obstacle. So the Oregon association, said Mr. Melott, would put its efforts behind the "Plant America" program of the A. A. N.

A. A. N. Prime Subject.

As Pacific coast committee chairman of that program, Mr. Melott introduced Howard P. Quadland, New York, the A. A. N. publicity di-

Pointers on Propagation

By James S. Wells

THE PROPAGATION OF AMERICAN HOLLY.

The past five years have seen a truly astonishing increase in the nurseryman's interest in all forms of *Ilex opaca*. I remember being told in 1946, just after I arrived from England, that there was little or no demand for this plant and that it was not worth growing. But year by year since then I have noticed interest growing until now we receive in almost every mail an inquiry for either liners or B&B material. With the establishment of the American Holly Society it seems that *Ilex opaca* and its various forms have reached a place of considerable importance, and it might be of some value to consider briefly some of the methods now used for propagating *ilex* of this type, because the methods differ materially from those used in the past.

As with so many similar nursery-grown plants, such as magnolias and rhododendrons, grafting used to be the only method of propagation used by large-scale commercial producers of American holly. But although we used to graft many thousands of plants annually, not one is now

propagated in this way. All types and varieties are now raised from cuttings, and with excellent results.

Propagation in Frames.

By carefully timing the operation so as to take the cuttings just as they begin to ripen in late summer, cuttings can be rooted successfully in a well constructed coldframe. Generally, cuttings are in good condition about August 1. They should be taken as short lateral growths, about three to four inches in length, preferably with a heel. After reducing the number of leaves to three or four, wound the base of the cutting by drawing the tip of the knife along the base of the stem and treat with Merck's No. 2 or No. 3 hormone powder, according to the hardness of the wood. Then insert the cuttings firmly into a fifty per cent mixture of sharp sand and peat in the coldframes. Thoroughly flood the cuttings with water, and immediately cover the frame with shaded sash.

To root cuttings successfully in this way it is necessary to use to the full the natural sun heat available at this time of the year. It requires constant attention on the part of the propagator to close the frames

when required and so to trap as much heat as possible, but without allowing conditions to become too hot or dry within the frame, for this would ruin the cuttings.

Watchful care, with regular daily sprayings to maintain a high degree of humidity, should result in these frame-grown cuttings being strongly rooted in about six weeks. But if you have not gauged the condition of the cutting wood correctly, the cutting will quickly turn black and rot, usually within a few days after being inserted in the frame. If this does occur, do not be discouraged. Wait a week and try a second batch. You may well be pleasantly surprised at the results.

Greenhouse Propagation.

The main value of greenhouse propagation is to extend almost indefinitely the propagating season. There seems to be no really critical time for taking *Ilex opaca* cuttings, for they can be successfully rooted at almost any time during the six to eight months after completion of the soft summer growth. So if you have not been able to put a batch of cuttings in the frames then, by all means do so about the middle or last part of September, putting the cuttings in a similar mixture in the greenhouse, with gentle bottom heat. The wood is slightly more mature at this time; so Merck's No. 3 hormone powder should be used on a heavier wound. This may be quite simply formed by ripping off small lateral growth and leaving the resultant scar at the base of the cutting, or it may require the removal of a thin slice with a sharp knife for a distance of one to one and one-half inches from the bottom of the stem. The illustration on this page shows a block of cuttings of this type in our greenhouses. The cuttings were taken August 28, and when this article was written, September 24, they were all heavily callused and commencing to root strongly. We expect that a good heavy ball of roots will have been formed in about three more weeks, at which time we shall lift all the cuttings and heel in those which are well rooted into a coldframe. This will still give ample time for the cuttings to make new roots into the frame, and, with the protection of reed mats in midwinter, they will come through in excellent condition for early spring planting.

Late Winter Cuttings.

While it is best to take *Ilex opaca* cuttings sometime between the middle of July and the end of September,



Part of a bench of *Ilex opaca* cuttings taken August 26 to 28. Photographed September 24 when the cuttings were just beginning to root.

cuttings taken much later, in the middle of winter, will still root satisfactorily. In fact, we have taken cuttings at all times, depending upon the available greenhouse space, from October to mid-February.

Rooting is much slower on the really dormant hardwood of mid-winter cuttings, and two months or longer will be required to produce a good ball of roots. Even so, plants rooted quite late in the winter are usually in excellent condition for late spring planting by machine.

Planting the Cuttings.

Many growers are under the impression that young rooted plants of *Ilex opaca* have to be treated with the greatest of care. Hand planting is necessary in carefully prepared beds, followed by plenty of water and shade. Far be it from me to decry these methods if you can afford them, for certainly the plants will thrive magnificently if you treat them this way, but if you have rooted many thousands of cuttings, and time and space is short, then I would assure you that you need not hesitate to line out the young rooted cuttings into the open field with a planter.

The illustration at the upper right shows part of a row in a block of *Ilex opaca* which we planted this way last spring. The cuttings were taken in mid-February in our greenhouse, were well rooted by the end of April and were lifted in early May and were planted out in the field by machine. Irrigation was available; so we were able to keep the plants well supplied with water, but apart from this and regular, normal cultivations, they have had no special treatment of any kind. When machine planting is done slightly higher losses can be expected mainly from the lack of skill of the operators, but the great reduction in planting costs which results is more than sufficient to offset these. The young plants shown, being only now just over 6 months old from the time they were removed from the parent plant as cuttings, will be lined out on 3-foot rows this fall to grow on into B&B material.

There is still some doubt in many growers' minds as to the development of nursery plants, previously only grown as grafts, which are now being propagated on their own roots. This skepticism is to a certain extent justified, particularly with some of the conifers which develop slowly when propagated in this way, but the illustration at the right shows the way *Ilex opaca* responds. The



Well grown liners of *Ilex opaca* cuttings taken in mid-February, 1951, in a greenhouse with good bottom heat, and planted into open field rows under irrigation early in May. Photograph taken September 24.

plant shown is one of a small block grown from cuttings taken three years ago. They were lined out by machine and have remained undisturbed since, which to a certain extent accounts for the vigorous growth. But we have no hesitation in saying that you can propagate with every confidence all varieties of *Ilex opaca* from cuttings.

There are a number of intermediate varieties of *ilex* which do not rightly fall into the *opaca* group, such as *Ilex burfordi*, *Ilex howardii*



A 3-year-old plant of *Ilex opaca* grown from a cutting.

and one or two plants which are considered crosses between *Ilex opaca* and *Ilex aquifolium*. All of these can be propagated in a similar manner, as can most varieties of *Ilex aquifolium*. Some of the variegated varieties are sometimes grafted to insure a higher percentage, because, if the leaves are highly colored, either silver or gold, then the reduction in the chlorophyll will greatly increase the difficulty of rooting. With all these more tender types, however, it would be advisable to protect carefully fall-rooted cuttings being carried through the winter in frames; otherwise, excessive losses may follow.

CONTRACT for almost \$40,000 to landscape the William W. Smith housing project, Poughkeepsie, N. Y., was awarded recently to Meadow Brook Nurseries, Inc., Englewood, N. J., by the Poughkeepsie housing authority.

FORCED to move from the location on Hammett boulevard, El Paso, Tex., where he had operated a nursery for the past eleven years, because the government purchased the property to build a public housing project, John Nusbaum, 79, plans to open another nursery at El Paso. First he will take a vacation at Hot Springs, Ark., and then in California, where he will visit eight of his thirteen children.

Dwarf Deciduous Shrubs in Landscaping

By Clarence E. Lewis, Long Island Agricultural and Technical Institute, Farmingdale

There are not many dwarf deciduous shrubs available in the trade, but some species and varieties not only are obtainable but should be used in greater quantity in landscape planting. Foundation plantings and other plantings can be improved by employing deciduous plants with either broad-leaved or narrow-leaved evergreens or where both are used.

Plants with a horizontal-branching habit or those whose branches with foliage extend to the ground are more desirable for most plantings in and near the foundation area. The reasoning is simple. Horizontal lines keep your attention on the planting, and where foliage is visible to the ground, this is even truer. Dense-growing shrubs, with upright branching, carry the attention upward or are likely to draw attention to themselves as individual plants rather than to the planting as a unit. Both habits are usable and applicable as long as the plants are correctly used in the right area.

Upright habits are more advisable near focal or interest points, such as the doorway or garden gate, while horizontal habits should be used in areas leading up to an interest point, such as under windows and along walks before you reach the doorway or gate.

These thoughts are applicable to broad-leaved and narrow-leaved evergreens as well as to deciduous material.

Cotoneasters are one of the best examples of shrubs for informal plantings because of their lateral growth habits. *Cotoneaster adpressa*, creeping cotoneaster, and its variety *Cotoneaster adpressa praecox*, early cotoneaster, are especially valued because of their flat character. Neither plant is grown in sufficient quantity. The matlike growth in these plants is closer to the ground than in *Cotoneaster horizontalis*, and in some respects they seem a little hardier. Neither plant tends to exceed a height of twelve inches even after many years. They are effective on a small bank that is a part of the foundation planting area, or they can be used under low windows. Both species blend well with varieties of *Ilex crenata* or with *Kurume azaleas*.

Cotoneaster horizontalis, rock cotoneaster, and its varieties *Cotone-*

aster horizontalis perpusilla, ground cotoneaster, and *Cotoneaster horizontalis wilsoni*, Wilson cotoneaster, may not be quite so desirable as *Cotoneaster adpressa*, but, nevertheless, they are effectively used on banks, in rock gardens and combined with varieties of *Ilex crenata*, *pachistima*, *Lonicera pileata* and larger-growing cotoneasters, such as *Cotoneaster divaricata*. This species has been grouped with *Juniperus horizontalis* in bank plantings, and the result is pleasing. There seems to be no conflict of root systems, since neither is a strong feeder.

Cotoneaster apiculata is rightly called the cranberry cotoneaster because of its large red cranberry-size fruits. It reaches a greater height than *Cotoneaster horizontalis* and piles up on itself to give a more rounded, spreading appearance. It reaches a possible height of three feet, but it can be easily kept to eighteen inches or two feet. This is an excellent plant to group with *Cotoneaster adpressa* to give a contrast of height about terraces where banks are present or in informal foundation areas.

The cotoneasters mentioned have small leaves and should not be used with large-leaved plants, such as *Rhododendron catawbiense* or *Rhododendron maximum*, unless contrast is needed in order to focalize the interest. These cotoneasters are also effectively used as espaliers near small terraces and courtyard areas, overhanging small pools and along walks that have a series of steps leading to a higher elevation.

Viburnum opulus nanum, dwarf cranberry bush, is a good plant to use where formality is needed, since it has a dense, rounded form. Branching and foliage extend to the ground, and so the shrub fits in well with a formal planting. There is a good demand for this plant, which rarely exceeds a height of two to three feet. It is well used on either or both sides of a low doorway that does not have more than one step.

Deutzia gracilis, slender deutzia, and the variety *Deutzia gracilis rosea*, pink slender deutzia, have broad, rounded forms with foliage near the ground, but with a slightly less formal appearance than the dwarf cranberry bush, because their growth is not so dense. These deutzias also might well be used on

either side of an entrance or even mixed in a perennial garden.

Ribes alpinum, alpine currant often grows to five feet in height, but it can be easily kept to a height of two to three feet. It is effective as a hedge as low as one foot in height. When the alpine currant is combined with the dwarf cranberry bush, the result is pleasing. These two plants can also be used with *Stephanandra incisa*, cutleaf stephanandra. The foliage is similar in texture to each of the three mentioned species.

Lyonia mariana, staggerbush, is usually misjudged by its woodland appearance, which is usually loose and open, but when this plant is grown in full sun or partially shaded areas, it is a pleasing sight. The form is semiarching, with clean-looking leaves, and it is reasonably dense. It combines well with *Piers floribunda*, Kurume azaleas, abelia and mountain laurel and can easily be kept to a height of two to three feet. *Lyonia mariana* should be grown in greater quantity and used much more in informal settings, whether in the foundation planting or the ericaceous border.

Potentilla fruticosa, shrubby cinquefoil, and *Potentilla fruticosa veitchi*, Veitch cinquefoil, with yellow and creamy-white flowers, respectively, are valued for their June flowering period, though they also flower spasmodically until about September. They should be used in groups of five to ten for best results. Their appearance is probably better suited to the sides and rear areas of the home, in borders and perennial gardens. Their heights are about two to three feet.

Indigofera kirilowii, Kirilow indigo, and *Indigofera potanini*, Potanin indigo, are often somewhat top-tender, but make a pleasing massed effect with their rose-colored flowers in June and July. They should also be planted in groups of five or more. They combine well with potentilla. A top pruning to keep them to about two feet in height and more dense also encourages them to produce more flowers.

Physocarpus opulifolius nanus, dwarf ninebark, and *Physocarpus monogynus*, mountain ninebark, may be easily kept to a height of three feet or less. Their foliage blends

[Concluded on page 36.]

Toxicity of New Insecticides to Trees

By Dr. Clyde C. Hamilton

The work at the New Jersey agricultural research station, New Brunswick, on which information presented here is based, consisted of experiments to control insects and other pests that have been attacking nursery plants and shade trees during the past several years, largely by the use of the mist blower type of sprayer to apply some of the newer insecticides in a concentrated form. Most of the work was done on blocks of nursery trees or a number of shade trees. To this extent the operations have been of a commercial size. Some of the insecticides were used repeatedly. Observations were also made on the spraying by commercial arborists when they were using newer materials.

There are a number of factors to consider when using new insecticides: Are the plants to be sprayed susceptible to the insecticide or the carriers of the insecticide? Is the material effective in controlling the insect or spider mite for which it is applied? Will it maintain the balance of nature by not causing the development of other pests than those for which the material is applied? Does the insecticide have some degree of compatibility with other insecticides or with fungicides? Is the material an insecticide or combination of insecticides which can be used on a wide variety of trees and shrubs and which can be used from job to job? Is the cost of application reasonable? Are the chemicals in safe concentration for mist blower application? Is it better to use greater concentration of material with a smaller amount of spray per tree, or lesser concentration with more material per tree; which method gives the best control for the specific insect or stage of development of the insect which it is desired to control? One must bear in mind that a general terminology cannot be used because of the variation of spray formulas using the same active ingredients. Is it safe for the operator to come in contact with the spray for long as well as short periods of operation? Would the spray's use be a hazard to children, pets or other warm-blooded animals?

Whether one uses a wettable DDT

powder or an emulsion may predetermine to some extent the amount of injury that will be done to the plant sprayed. Concentrations used in mist blowers have usually been ten to fifteen times greater than those used in hydraulic sprayers for controlling the same insects. The quantities have varied from two quarts for small trees to two or three gallons for large trees; i. e., spraying to control the crawling stages of such insects as scales requires more material for control coverage than for

be stunted in succulent plants. Under such conditions there is usually a distinct penetration and burning of the leaf tissues. Most of the DDT emulsions used have been made with twenty-five per cent DDT; sixty-five to seventy per cent xylene, and ten to five per cent emulsifier of the Triton X-100 type at the rate of one part DDT to one, four, nine and twenty-four parts water, giving 12½, 5, 2½ and one per cent DDT in diluted sprays. All were applied with a mist blower, either the Bean Rotomist or the Farquhar Iron Age. The only injury to the foliage which occurred was a result of a broken emulsion in one drum of the concentrate.

No injury was noted on pin and white oaks, sprayed with five per cent DDT to control cankerworms and pin oak sawfly; on tulip trees, sprayed with two per cent DDT to control tulip tree scale, and an eighty-five to ninety per cent kill resulted; on Oriental and American plane trees, sprayed with one per cent DDT, to control sycamore lace bug, but there was no kill of eggs or young hatching from eggs, nor on Norway maple, sprayed with one per cent DDT, to control Norway maple leaf hopper. In addition to the afore-mentioned trees, many nursery plants were sprayed with one per cent DDT with no injury to the plants. They were lilac, holly, boxwood, rhododendron, azalea, cotoneaster, hawthorn, privet and euonymus.

Nor was any injury noted on most of these plants which were sprayed with twenty-five per cent DDT, using one and one-half gallons of emulsion in 100 gallons of water, applied with a hydraulic sprayer. Applications were made in June and July.

Very little work was done on trees or nursery plants with the Methoxychlor insecticides. Used at the rate of twenty and forty-eight pounds of fifty per cent wettable in 100 gallons of water and applied with a mist blower, these materials gave good control of pin oak sawfly and cankerworm, and there was no injury to the pin oak and white oak so sprayed.

There has been little testing with the DDD insecticides. An emulsion of twenty-five per cent DDD (Rho-

[Continued on page 67.]



Dr. Clyde C. Hamilton.

insects that move about freely such as do the cankerworms.

If an emulsion is used (of DDT, for instance), the solvent and the emulsifier may determine the spray's effectiveness against the insect and its safety to the plant. In some instances injury from DDT emulsions has been observed on greenhouse plants within one hour after spraying. In other instances there was no injury to the plant at all.

In using an emulsion, one must consider also the stability of the emulsion when diluted with water; the stage of development of the plant, tender or mature; pre-existing injury from insects, spider mites and fungi, i. e. foliage of elm and linden heavily infested with 2-spotted spider mite turned yellow and dropped prematurely when sprayed with TEPP, while lightly infested foliage was not injured.

DDT injury usually shows up as yellowing, chlorophyll breakdown or premature leaf drop. Growth may

Abstract of a paper presented by Dr. Clyde C. Hamilton, associate research specialist in entomology, New Jersey agricultural experiment station, New Brunswick, before the annual short course for arborists, January 22, at the Neil House, Columbus, O.

Plant Notes Here and There

By C. W. Wood

An Illinois reader sent a few seedlings and a description of a mature plant, asking for identification. It is grown, without name, in a few private gardens in his vicinity. The description alone points to just one thing, *Crotalaria retusa*, an Asiatic annual.

In a race of legumes used mostly for cover crops, and green manure in warm countries, with a few in the north used as ornamental shrubs for indoor culture, this *C. retusa* seems to have been overlooked by our gardeners. As an ornament it has much to recommend it, including an August and September flowering period, when it produces racemes of golden-yellow pea flowers, streaked slightly with purple. It makes a good garden display and is an attractive cut flower. Like many legumes of lush and rapid growth, it is also an excellent green manure crop, completing its cycle of growth between spring and autumn.

For ornamental purposes, seeds should be planted in pots, because the plants are difficult to transplant. Seeds should be soaked overnight before planting. If they are started into growth in March, the plants should be two feet or more tall when they begin to bloom in August.

Evening Primrose Afterglow.

The evening primroses are among the most unpredictable of plants; nevertheless, they usually live for several years. Being natives of North America, they are inured to our climate, growing well in the hot and often dry weather of our summers. Yet few have ever attained widespread popularity in their own land. It is not the purpose of this note to inquire into this neglect, but rather to point out the desirability of Afterglow, an old, named variety of *Oenothera lamarckiana*.

With its voluminous literature, mysterious origin and mutability, *O. lamarckiana* is an intriguing subject. Some of its mutations, among them *O. rubricalyx*, or Afterglow, are not only interesting, but are ornamental as well. *O. rubricalyx* is a much-branched bush reaching a height of three feet and covered with large yellow evening primroses which have brilliant red calyx tubes. Add to that the fact that it blooms steadily from early summer until late autumn and you will have some idea

of its usefulness as a garden plant. It blooms abundantly the first year from seeds and perhaps is monocarpic.

Forcing Iceland Poppies.

Some time ago I wrote about forcing Iceland poppies, and a New York reader has asked for a note on the procedure.

So we would have blooms the first year from seeds, we always sowed them early, usually in a frame. The most desirable plants were marked while in flower, so that we would have the best ones for forcing. Then no more needed to be done until the plants were dormant in late autumn, when they were lifted and planted out in a coldframe on which glass could be put the following spring. The plants should be mulched as soon as the ground freezes hard, and then they are ready for the winter. As soon as the sun commences to warm up things in spring, the sash should be put on, and one then has poppies in no time at all. To have long-stemmed poppies for cutting a month or more in advance of the regular season is surely worth that little effort to those who sell cut flowers.

A Thought on Galium Verum.

Whenever one of my favorite plants receives part of the recognition which is its due, I am happy. I read recently that a prize-winning table decoration at one of the large shows contained one of my old favorites, *Galium verum*. Like other galiums, this one is not a spectacular plant, but its tiny, deep green leaves make a pleasing effect of long duration and its 2-foot panicles of small yellow flowers from July onward are ornamental in the garden and valuable as cutting material. Its peculiar shade of yellow is especially good to bring out the brilliance of blues and purples, as well as to subdue the gaudiness of many of the summer yellows.

London Pride.

I visited a garden last year where London pride, *Saxifraga umbrosa*, was used in quantity to produce a lovely effect. While it was reminding me that other gardeners could well make more use of this saxifrage, it brought to mind the time years ago when we had an extensive collection of its forms. It is one of the

easier saxifrages, needing only a cool, shady corner, and it is not so tender to cold as some of the books would have us believe. At least that was the experience in our trials, made in a dry, cold garden in northern Michigan.

There is not a little variation within the species, and some forms grown here from seeds collected in the warmer parts of its range were not able to stand our winters. Generally speaking, however, *S. umbrosa*, as it is available, is tractable, hardy and altogether lovely. It forms rosettes, whose leaves vary in size from the small primuloides to that of a lush lettuce in the more vigorous form of London pride. There is also variation in leaf color, so that one has a wide selection from which to choose. If your climate is not too hot, you may find some good material for your list of plants to be grown in shade.

American Burnet.

While this is being written there is a letter on my desk from a friend to whom I recommended the American burnet, *Sanguisorba canadensis*, when he asked for a tall August bloomer. According to his reply, the plant has been most satisfactory in several respects. In fact, he is so enthusiastic about it that he encourages me to say a few words here in its praise.

If height is what one is looking for, it can be found in the American burnet, for the plant will reach five or six feet if given a rich soil and enough moisture. The stems bear dark green leaves that look something like those of a mountain ash. They remain dark green from early until late in the season, never taking on the dull look of the more popular *S. officinalis*. The flowers of burnets that I know are small; so one should not look for showiness, but the long, feathery, white stigmas, which give the appearance of a 6-inch-long bottle cleaner, produce a delightful effect. The plant is propagated readily from seeds, divides without trouble and will grow in any sunny spot that is not desert-dry.

Sidalceas.

The treatment of American plants by American gardeners is an interesting subject for speculation. It is interesting to note that most of the [Continued on page 79.]

OBITUARY

E. S. Welch.

Edward Samuel Welch, 82, president of Mount Arbor Nurseries, Shenandoah, Ia., died September 22, having been in ailing health since a near fatal automobile accident in April, 1950.

In the fall of 1869, the year that Mr. Welch was born at a farm in Sangamon county, Illinois, his parents set out with their children in a covered wagon for southwestern Iowa. They settled in Fremont county, a few miles west of Shenandoah. After ten years, the family again pushed westward to Kansas, but returned to Shenandoah in 1882.

Mr. Welch started to work in a nursery and soon, with E. I. Martin, contracted to grow stock for D. S. Lake. After nine years of practical experience he and Mr. Martin purchased Mount Arbor Nurseries, which had been established in 1875. The nurseries derived their name from the fact that the original building was located on top of a steep hill and encircled by an arborvitae windbreak.

Soon after they purchased the nursery on a partnership basis, Mr. Martin suffered a nervous breakdown, and Mr. Welch bought out his partner to become sole owner. He sold his first carload of fruit trees to the Des Moines Nursery Co. Handling all of the office work as well as the outside work by himself that first year, he had sales of \$8,000, which enabled him to pay all his bills and still provide some cash for the coming season.



E. S. Welch.

Business panic and droughts during the next five years were particularly discouraging for the new firm, which had no cash resources or established credit. For six years Mr. Welch rented small plots of land to add to the original forty acres. When economic conditions began to improve after 1897, he purchased the first farm and erected the first frost-proof storage building at the nursery. At first he sold stock to both the wholesale and the retail trades, but he soon realized the difficulty of appealing to both and limited his business to the wholesale trade. He began buying interests in other nurseries and in 1916 incorporated Mount Arbor Nurseries.

At the time of his death he had developed the firm into the largest wholesale nursery in the world, with over 3,500 acres of cultivated land in five states, Iowa, Missouri, Kansas, California and Washington. In addition to being president of Mount Arbor Nurseries at Shenandoah, Mr. Welch was also president of Plumfield Nurseries, Fremont, Neb., and Kelsey Nurseries, St. Joseph, Mo. He was a director of the Earl May Seed Co., Shenandoah, Ia.; KMA radio station, Shenandoah; television station KM-TV, Omaha, Neb.; Superior Fruit Ranch, Ceres, Calif.; City National bank, Shenandoah, Ia., and Sharpsburg State bank, Sharpsburg, Ia.

Mr. Welch traveled widely in the United States and foreign countries and was well known to nurserymen. He was a regular attendant of many nurserymen's association conventions. He served as president of the American Association of Nurserymen in 1916 and was for many years a member of its executive committee. Since the automobile accident, in April, 1950, he had given intermittent interest to the business.

Survivors include his widow, Mrs. Mae Leflay; a son, Wayne, traffic manager at the nursery branch at Yakima, Wash.; a daughter, Mrs. Gertrude May, Shenandoah, Ia.; a brother, John, Tempe, Ariz.; a sister, Mrs. Mary Malone, Semmes, Ala., and four grandchildren. A nephew, George L., continues as vice-president and general manager of Mount Arbor Nurseries.

Among those who attended the funeral September 25 at the Congregational church, Shenandoah, were Wayne Ferris, Hampton, Ia., representing the American Association of Nurserymen; L. P. Akenhead and Ralph Perkins, both of Newark, N. Y.; Edwin Stark, Louisiana, Mo.;

Arthur Frey, B. F. Cook and P. L. Terry, all of Chicago; Frank Quist, Salt Lake City, Utah; Bert Welch, Bowling Green, O.; Harley Deems, Charles City, Ia.; Mr. and Mrs. Lloyd Moffet, Mr. and Mrs. Ralph Weir and Mr. and Mrs. G. A. Gritzammer, all of Fremont, Neb., and John Pinney and Harold Crawford, both of Ottawa, Kan.

Others were Tom Pinney, Sturgeon Bay, Wis.; Ralph Skinner, Topeka, Kan.; Vernon Marshall and Chet Marshall, Arlington, Neb.; E. B. Overstreet and Herbert Payne, both of Kansas City, Mo.; Dr. E. S. Haber, Dr. W. F. Buchholtz, Dr. W. H. Bragonier and Dr. C. S. Reddy, all of Ames, Ia.; H. W. Glissman and Mr. and Mrs. Forrest Byrd, all of Omaha, Neb.; Fred Sonderegger and Charles Sonderegger, both of Beatrice, Neb.; Carl Sjulin, Hamburg, Ia.; Mr. and Mrs. Clyde Heard and Mr. and Mrs. Harold Parnham, all of Des Moines, Ia.; Mr. and Mrs. Leonard Hacker, Painesville, O., and Charles Sinn, Clarinda, Ia.

Robert Pyle.

Robert Pyle, president of the Card-Pyle Co., West Grove, Pa., and world famed rosarian, died September 28. He was 74 years old. He had gone to Chester County hospital for a routine medical checkup September 27 and was found dead in his room the next day from a heart attack.

Born March 7, 1877, at London Grove, Pa., Mr. Pyle graduated from Swarthmore College, Swarthmore, Pa., in 1897 and served as acting superintendent of the college the following year. He did graduate work at the International School for Social

[Continued on page 20.]



Robert Pyle.

SHERWOOD'S CHOICE LINING

Demand is heavy — Better order today.

Abies Concolor (White Fir)

A tree of symmetrical growth and beautiful bluish foliage. It has great resistance to heat, cold and drought.

	Each	Per 10	Per 100	Per 1000
3 to 6 inches, not transplanted		\$ 8.00	\$ 64.00	

Ajuga Reptans Rubra (Purpleleaf Bugle)

A worthy rock plant and ground cover. Has a rich, green, slightly bronzed foliage, which is heavy and cleaves close to the ground.

1-year plants		\$ 8.00	\$ 64.00	
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Azalea Hinodegiri (Crimson Azalea)

Dwarf, very compact, evergreen azalea. Heavy, glossy foliage, hardy in Western Oregon.

6 to 9 inches, twice transplanted		\$ 8.55	\$ 5.00	45.00	
BR specimens		.75	6.80	61.00	

Azalea Mollis (Chinese Azalea)

Very hardy. Blooms before leafing. Foliage bright green and attractive, turning to gorgeous shades of bronze and red in the fall.

9 to 12 inches, twice transplanted		\$ 7.00	6.30	57.00	
BR budded specimens		.55	5.00	45.00	
12 to 15 inches, twice transplanted		.85	7.70	69.00	
BR budded specimens		1.00	9.00	81.00	

Sherwood Orchid Azalea

This is a hybrid hinodegiri and our own introduction. We have been growing it for several years in our nursery where it has attracted much attention.

6 to 9 inches, twice transplanted		\$.55	5.00	45.00	
BR specimens		.75	6.80	61.00	
9 to 12 inches, twice transplanted					

Sherwood Red Azalea

A magnificent azalea. Compact, dwarf and evergreen. It has everything: Hardiness, clean habit of growth, easy culture, splendid foliage and almost unbelievable showiness of inflorescence.

6 to 9 inches, twice transplanted		\$.55	5.00	45.00	
9 to 12 inches, twice transplanted		.75	6.80	61.00	
BR specimens					

Calluna Vulgaris Aurea (Golden Heather)

Possesses fine, golden foliage that heads up in many of the stems in mosslike clusters.

9 to 12 inches, once transplanted		\$ 16.00	128.00	
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Calluna Vulgaris Nana (Moss Heather)

A dainty little dwarf, of mosslike appearance, growing about 4 inches tall.

3 to 6-inch spread, once transplanted		\$ 15.00	120.00	
9 to 12-inch spread, once transplanted, B&B		.75	6.80	61.00

Calluna Vulgaris Rubra (Red Heather)

The Red Heather has become one of the popular garden evergreens.

9 to 12 inches, once transplanted		\$ 16.00	128.00	
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Castanopsis Sempervirens (Bush Chinquapin)

One of Oregon's wonderful native evergreens seldom offered to the trade. Leaves dark green above, russet beneath. Flowers in white clusters followed by chestnut-like fruits.

15 to 18 inches, twice transplanted		\$ 1.00	9.00	81.00	
18 to 24 inches, twice transplanted		1.25	11.20	101.00	

Chamaecyparis Lawsoniana (Lawson Cypress)

A conifer of most satisfying effect, both in stately habit of growth, dense limbs and graceful foliage.

9 to 12 inches, once transplanted		\$ 17.00	136.00	
12 to 15 inches, once transplanted		\$ 20.00	160.00	
15 to 18 inches, twice transplanted		\$ 1.00	9.00	81.00
B&B		1.25	11.20	101.00

Chamaecyparis Lawsoniana Coerulea

One of the fine Lawson variations, of which there are several. Slender and upright. As indicated by name, the foliage is deep sky-blue or azure.

24 to 30 inches, twice transplanted		\$ 1.50	13.50	122.00	
B&B					

Chamaecyparis Lawsoniana Ellwoodi (Ellwood Cypress)

A semi-dwarf and comparatively new. A trim, compact, narrow pyramid with soft, feathery, bluish-green foliage.

15 to 18 inches, twice transplanted		\$ 1.00	9.00	81.00	
B&B					

Chamaecyparis Lawsoniana Erecta Glaucia

(Blue Column Cypress) (Alumi)

A cone-shape cypress erect in growth and with vertical foliage of turquoise-blue.

18 to 24 inches, twice transplanted		\$ 1.25	11.20	101.00	
B&B					

Chamaecyparis Lawsoniana Erecta Viridis (Green Column Cypress)

A pyramidal of living green which will add life and freshness to any planting.

24 to 30 inches, twice transplanted		\$ 1.50	13.50	122.00	
B&B					

Chamaecyparis Nootkatensis (Alaska Cypress)

Native on the Pacific coast from Alaska to Oregon. Rather rare in the trade. A most lovely conifer with gracefully arching branches.

18 to 24 inches, twice transplanted		\$ 1.25	11.20	101.00	
B&B					

Cistus Luriosus (Laurel Rockrose)

Upright shrub, growing to a height of 4 to 6 feet. The hardest and tallest cistus.

12 to 15 inches, once transplanted		\$ 12.00	\$ 104.00	
18 to 24 inches, twice transplanted		1.00	9.00	81.00

Cotoneaster Conspicua Decora (Necklace Cotoneaster)

An unusually fine prostrate evergreen growing 3 feet high with a spread of considerably more. Branches downward and sweeping outward in a dense mat.

18 to 24 inches, B&B		\$ 1.25	11.20	101.00	
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Cotoneaster Parneyi (Parney Cotoneaster)

This is probably the best of the upright cotoneasters. It is evergreen, with large leaves of heavy, dark green effect. Grows to about the size of francheti, 6 to 8 feet, bears berries of brilliant red luster and in almost unbelievable profusion.

12 to 18 inches, once transplanted		\$ 17.00	136.00	
3 to 4 feet, twice transplanted		1.50	13.50	122.00

Chunghamia Lanceolata (Chinese Fir)

Foliage is green and bronze and the glossiest of any conifer with which we are familiar. An irregular pyramid, an aristocrat. Especially good for large plantings. Hardy.

9 to 12 inches, twice transplanted		\$ 24.00	192.00	
18 to 24 inches, twice transplanted		1.25	11.20	101.00

Daboecia Polifolia Alba (White Irish Bell Heather)

Similar to the rosea, but having nodding flowers of purest white, resembling Lily of the Valley in form and size.

9 to 12 inches, once transplanted		\$ 16.00	128.00	
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Daboecia Polifolia Rosea (Pink Irish Bell Heather)

A splendid dwarf evergreen growing 2 feet high. Foliage fine, dark green above, silvery beneath. The flowers are abundant, rose-lavender.

9 to 12 inches, once transplanted		\$ 16.00	128.00	
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Daphne Mezereum (February Daphne)

An erect shrub with stout branches and growing to a height of 4 feet. The illac-purple flowers, like several other daphnes, are delightfully fragrant.

12 to 15 inches, twice transplanted		\$ 1.00	9.00	81.00	
B&B					

Erica Mediterranea Hybrida (Derley Heath)

This is one of the most attractive and desirable plants in its class, grown in our nursery. It is hardy and dwarf, seldom reaching more than 1 foot in height.

6 to 9 inches, twice transplanted		\$ 4.10	36.00	
9 to 12 inches, twice transplanted		5.00	45.00	
BR specimens		12 to 15 inches, twice transplanted		
12 to 15 inches, twice transplanted		\$ 7.70	69.00	

Erica Mediterranea Maxima

An upright heather to 4 or 5 feet. Vigorous grower with fine, very dense dark green foliage and producing a wealth of lovely purple-tinted flowers.

9 to 12 inches, twice transplanted		\$ 6.50	59.00	
B&B				

NGOUT, BR and B&B EVERGREENS

Gaultheria Procumbens (Wintergreen)

This is the little plant which produces the true wintergreen flavor. The tiny leaves are nicely rounded, deep green and glossy and take on rich shadings of deep red in the autumn. Grows to a height of only 4 to 6 inches, but produces a matted ground covering. Bears bright red berries in great abundance.

2-year, once transplanted.....

Per	Per	Per
Each	10	100
	1000	

..... \$10.00 \$80.00

Hedera Helix Conglomerata (Bunchleaf English Ivy)

Low-growing. Leaves crowded, contorted and small, giving a pleasing matted effect, as the plant lies flat upon the ground. Foliage deep dense green. A dense, compact ground cover. Very hardy.

2-year, once transplanted.....

20.00	160.00
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Juniperus Communis Hibernica Fastigiata (Narrow Irish Juniper)

A form very superior to the common Irish Juniper. Grows into a dense, narrow column without pruning.

2 to 30 inches, twice transplanted.....

\$1.75	\$15.80	142.00
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B&B.....

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Juniperus Horizontalis (Bar Harbor Blue Creeping Juniper)

Procumbent with trailing, spreading branches well filled with foliage, forming a compact mat in mature plants. Foliage is charming steel-blue.

6 to 9 inches, once transplanted.....

16.00	128.00
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9 to 12 inches, once transplanted.....

20.00	160.00
-------	--------

Juniperus Horizontalis (Bar Harbor Green Creeping Juniper)

This is a lovely green form of the above. During the winter months the foliage turns to a rich bronze. Procumbent and trailing.

9 to 12 inches, once transplanted.....

20.00	160.00
-------	--------

12 to 15 inches, once transplanted.....

24.00	192.00
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Juniperus Horizontalis Glauca (Blue Creeping Juniper)

Very similar to the Bar Harbor Blue with steel-blue foliage.

6 to 9 inches, once transplanted.....

16.00	128.00
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Juniperus Scopulorum (Rocky Mountain Juniper)

The well known and justly popular western Juniper. A very hardy tree. Thrives in cold or hot and dry sections. Texture of foliage fine; color, bluish-green or silvery.

12 to 15 inches, once transplanted.....

20.00	160.00
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18 to 24 inches, twice transplanted.....

2.25	11.20	101.00
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B&B.....

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Kalmia Latifolia (Mountain Laurel)

Native of the Appalachian mountains. Grows into compact, symmetrical shrub, densely covered with foliage. Leaves medium size, glossy and unchanging throughout the year. When in bloom the plants are literally bouquets of lovely, cup-shaped flowers, ranging from almost white to deep pink in color on individual specimens. Effective singly or in mass plantings. Height 3 feet or more. Very hardy and very desirable.

12 to 15 inches, once transplanted.....

35.00	280.00
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12 to 15 inches, twice transplanted.....

1.10	9.00	89.00
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B&B.....

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Laurocerasus Zabeliana (Zabel Laurel)

Grows 6 to 8 feet, wide-spreading and is covered in the spring of the year with large spikes of white, scented flowers. Foliage rich and glossy green.

6 to 9 inches, once transplanted.....

13.00	104.00
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Libocedrus Decurrens (Western Incense Cedar)

A shapely pyramid in form, with fine fanlike foliage, that is dense and a beautiful glossy green. The foliage is also delightfully fragrant.

4 to 5 feet, twice transplanted, B&B

2.50	22.50	203.00
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Prices quoted are net cash prices and include expert packing and delivery on lining-out stock to all points in the United States, Canada and Alaska. No packing charge on BR and B&B stock. Prices quoted on BR and B&B stock are F.O.B. Portland, Ore.

Twenty-five per cent will reserve stock for later delivery. 25 plants at the 100 rate. 250 plants at the 1,000 rate.

No order booked without a deposit.

This is all first-class stock. Better place your order early.

SHERWOOD NURSERY CO.

Wholesale Propagators and Growers of Evergreens

141 S.E. 65th Ave.

Portland 16, Ore.

Wholesale list ready, Trade only.



NEWER AND BETTER SHRUBS

For Fall, 1951, and Spring, 1952, delivery.

	Per	Per	Per	Per	Per
Almond, Pink-Flowering (<i>Prunus glandulosa</i>). 10	100				
2 to 2½ feet.....	6.00	55.00			
18 to 24 inches.....	5.00	45.00			
12 to 18 inches.....	3.20	28.00			
Barberry, Thunbergi (<i>Berberis</i>). 18 to 24 inches.....	3.50	30.00			
15 to 18 inches.....	2.90	25.00			
12 to 15 inches.....	2.40	20.00			
Barberry, Red-leaved (<i>Berberis thunbergii atropurpurea</i>). 18 to 24 inches.....	4.50	40.00			
15 to 18 inches.....	4.00	35.00			
12 to 15 inches.....	3.50	30.00			
Cotoneaster Acutifolia (Pekin Cotoneaster). 2 to 3 feet.....	5.50	50.00			
18 to 24 inches.....	4.50	40.00			
12 to 18 inches.....	3.20	28.00			
Cydonia Japonica (<i>Chaenomeles lagenaria</i>). 2 to 2½ feet.....	5.00	45.00			
18 to 24 inches.....	4.00	35.00			
12 to 18 inches.....	2.90	25.00			
Deutzia Pride of Rochester. 2 to 3 feet.....	5.00	45.00			
18 to 24 inches.....	4.00	35.00			
Elaeagnus Angustifolia (Russian Olive). 3 to 4 feet.....	5.50	50.00			
2 to 3 feet.....	4.50	40.00			
18 to 24 inches.....	3.20	28.00			
Forsythia Fortunei. 2 to 3 feet.....	5.00	45.00			
18 to 24 inches.....	4.00	35.00			
12 to 18 inches.....	2.90	25.00			
Forsythia Intermedia Spectabilis. 2 to 3 feet.....	5.00	45.00			
18 to 24 inches.....	4.00	35.00			
12 to 18 inches.....	2.90	25.00			
Honeysuckle, Fragrantissima (<i>Lonicera</i>). 2 to 3 feet.....	5.00	45.00			
18 to 24 inches.....	4.00	35.00			
12 to 18 inches.....	2.90	25.00			
Honeysuckle, Morrowi (<i>Lonicera</i>). 3 to 4 feet.....	6.50	60.00			
2 to 3 feet.....	5.00	45.00			
18 to 24 inches.....	4.00	35.00			
Honeysuckle, Tatarica Rosea. 3 to 4 feet.....	6.50	60.00			
2 to 3 feet.....	5.00	45.00			
18 to 24 inches.....	4.00	35.00			
Honeysuckle, Tatarica Rubra (Wheeling Strain). 3 to 4 feet.....	6.50	60.00			
2 to 3 feet.....	5.00	45.00			
18 to 24 inches.....	4.00	35.00			
12 to 18 inches.....	2.90	25.00			
Hydrangea Arborescens Grandiflora. 2 to 3 feet.....	6.00	55.00			
18 to 24 inches.....	5.00	45.00			
12 to 18 inches.....	4.00	35.00			
Hydrangea Paniculata Grandiflora (Meehan Strain). 2 to 3 feet.....	6.00	55.00			
18 to 24 inches.....	5.00	45.00			
12 to 18 inches.....	4.00	35.00			
12 to 18 inches.....	4.00	35.00			
NIKKO BLUE HYDRANGEA Most beautiful of all hardy hydrangeas. Strong, 2-year, field-grown plants. \$7.50 per 10; \$70.00 per 100.					

Send for our complete wholesale price list.

WILLIS NURSERY COMPANY
"Your Wholesale Nurserymen"
OTTAWA, KANSAS

and Religious Study, Woodbrook, England.

In 1898 Mr. Pyle became associated with Conard & Jones Co., West Grove. He was secretary from 1899 to 1906. He became the president of the firm in 1906 and had served in that capacity since. He and his father, Robert L. Pyle, purchased controlling interest in the business from the Jones family and the Conard estate. The firm name was changed to Conard-Pyle Co. in 1924.

Mr. Pyle made annual trips to ten or more countries in Europe to visit rose hybridizers and introduce new varieties to the United States. He brought Rosa rugosa from Kew Gardens, in England, in 1911. One of the firm's best known importations, Mme. Meilland, from France, was renamed and became the famed rose Peace. In 1947 Mr. Pyle received from the government of Luxembourg the Grand Ducal Order of the Crown of Oak for distinguished service. He named the 1944 All-America Rose Selections winner Grand Duchess Charlotte in honor of Luxembourg, where the rose originated. Mr. Pyle served since 1911 as a judge at the Bagatelle rose trials in France and in 1933 was given a medal by the city of Paris for his services.

Since 1907 Mr. Pyle had been actively interested in the American Rose Society, serving as president from 1919 to 1923 and secretary from 1923 to 1932. Since that time he had been a trustee. For twelve years, beginning in 1919, the offices of the Conard-Pyle Co. also housed the headquarters of the American Rose Society. He was awarded the gold medal of the society in 1933 for his services to the rose and September 8 for the introduction of Peace.

Mr. Pyle and his firm were pioneers in originating and promoting All-America Rose Selections, Inc. He was a trustee and vice-president since 1940. He had always declined the presidency.

At the time of his death Mr. Pyle was chairman of the botanical gardens and arboreta committee of the American Association of Nurserymen, in which capacity he had served since 1923; he was chairman of the committee on united horticulture and plant nomenclature for many years, and a member of the advisory council of the National Arboretum since 1927. He had also been A. A. N. national councillor to the Chamber of Commerce of the United States from 1938 to 1940.

He was a founding trustee of the National Association of Plant Patent

NURSERY STOCK

Fall, 1951—Spring, 1952

FIELD PLANTS FOR LINING OUT

These are heavy field plants suitable for lining out now. Shipment when plants are ready this fall. X indicates times transplanted. All plants grown at our nursery. Japanese beetle certification upon request.

25 of a kind at the 100 rate.



Euonymus vegetus,
out of field beds.

	Each per 100
<i>Athaea syriacus</i> (Rose of Sharon), 10 to 20 ins., 2-yr. adlg.	.05
<i>Azalea mollis</i> , 4 to 8 ins., X, 2-yr., field beds.	.25
8 to 12 ins., XX, 3-yr.	.65
12 to 16 ins., XXX, 4-yr.	1.35
16 to 18 ins., XXXX, 5-yr. (B&B add 25c)	1.75
<i>Azalea schlippenbachii</i> , 3 to 6 ins., X, 2-yr., field	.25
<i>Buxus welleri</i> (Weller's Hardy Boxwood), 3 to 6 ins., X, 1-yr.	.20
5 to 8 ins., X, 2-yr.	.30
<i>Calycanthus floridus</i> (Sweet Shrub), 12 to 18 ins., 3-yr.	.12
<i>Caragana arborescens</i> , 2-yr.	.12
<i>Chamaecyparis lawsoniana</i> (Lawson Cypress), 10 to 15 ins., 3-yr. adlg.	.15
<i>Chamaecyparis lawsoniana album</i> (upright), blue-fronded foliage, 8 to 15 ins., 2-yr.	.22
<i>Chamaecyparis lawsoniana pendula</i> (Weeping Lawson), 6 to 10 ins., X, 2-yr.	.15
10 to 20 ins., X, 3-yr.	.22
<i>Chamaecyparis plumosa aurea</i> , 5 to 10 ins., X, 2-yr.	.28
<i>Chamaecyparis filifera aurea</i> (Golden Thread Cypress), 6 to 12 ins., X	.25
<i>Chamaecyparis pisifera aurea</i> (Golden Sawa Cypress), 6 to 10 ins., X, 1-yr.	.28
<i>Cytisus alpinus</i> , 2-yr.	.10
<i>Cytisus scoparius purpureus</i> (Purple Scotch Broom), X, 3-yr.	.20
<i>Euonymus alatus</i> , 2-yr. 5 to 10 ins.	.20
<i>Euonymus carrierei</i> , 6 to 10 ins., XX, 2-yr.	.22
10 to 15 ins., XX, 3-yr. (bushy, cutback)	.32
<i>Euonymus coloratus</i> , 6 to 12 ins., XXX, 2-yr.	.22
<i>Euonymus fortunei erectus</i> , 5 to 10 ins., X, 1-yr.	.15
10 to 15 ins., XX, 2-yr.	.22
15 to 18 ins., XXX, 3-yr.	.35

	Each per 100	Each per 100	
<i>Euonymus vegetus</i> , 8 to 12 ins., X, 2-yr.	.05	<i>Pinus mughus</i> , 4 to 6 ins., 2-yr. adlg.	.08
<i>Hypericum moserianum</i> , 10 to 15 ins., X, 2-yr.	.25	6 to 8 ins., X, 3-yr.	.15
<i>Ilex crenata</i> , 6 to 10 ins., XX, 2-yr.	.25	<i>Pinus nigra</i> , 10 to 18 ins., 3-yr.	.15
10 to 16 ins., XX, 3-yr.	.45	<i>Pinus strobus</i> , 6 to 12 ins., 3-yr.	.12
<i>Ilex crenata bullata</i> , 6 to 8 ins., XX, 2-yr.	.25	<i>Pinus sylvestris</i> , 3 to 6 ins., 2-yr. adlg.	.04
8 to 10 ins., XXX, 3-yr.	.32	(1000 rate, 2c; 300 at 1000 rate)	
10 to 12 ins., XXXX, 3-yr.	.45	10 to 18 ins., 4-yr.	.08
12 to 18 ins., XXXX, 4-yr.	.60	<i>Pyracantha lanigera</i> , 5 to 10 ins., X, 2-yr.	.20
<i>Ilex glabra</i> , 6 to 10 ins., XX, 2-yr.	.35	<i>Rhododendron catawbiense</i> , 2-yr., field beds	.25
10 to 15 ins., XX, 3-yr.	.65	<i>Rhododendron hybrids</i> , 8 to 12 ins., XXX, 3-yr., field	.85
<i>Ilex rotundifolia</i> , 12 to 18 ins., XX, 2-yr.	.25	12 to 15 ins., XXX, 4-yr., field	1.75
10 to 12 ins., XX, 3-yr.	.40	<i>Rhus cotinus</i> , 2-yr. adlg.	.10
12 to 18 ins., XX, 3-yr.	.65	<i>Sophora japonica</i> , 10 to 15 ins., 2-yr.	.12
<i>Juniperus</i> , <i>Andorra</i> , 6 to 9 ins., XX, 2-yr.	.22	<i>Sorbus aucuparia</i> , 2 to 4 ft.	.28
9 to 12 ins., XX, 2-yr.	.35	<i>Taxodium distichum</i> , 12 to 15 ins., X, 2-yr.	.25
10 to 15 ins., XX, 3-yr.	.45	18 to 24 ins., X, 2-yr.	.35
<i>Juniperus</i> , <i>Irish</i> , 6 to 9 ins., X, 2-yr.	.22	<i>Taxus cuspidata</i> , 10 to 15 ins., X, 2-yr.	.35
9 to 12 ins., X, 2-yr.	.35	<i>Thuja occidentalis</i> , 6 to 12 ins., 2-yr. adlg.	.07
10 to 15 ins., X, 3-yr.	.45	(1000 rate, 5c; 300 at 1000 rate)	
<i>Juniperus</i> , <i>Irish</i> , 6 to 9 ins., X, 2-yr.	.22	12 to 18 ins., X, 3-yr.	.32
9 to 12 ins., X, 2-yr.	.35	<i>Thuja occ. douglasii aurea</i> , 4 to 6 ins., X, 1-yr.	.18
9 to 12 ins., X, 2-yr.	.35	6 to 8 ins., X, 2-yr.	.25
<i>Juniperus</i> , <i>glaucus hetzii</i> , 8 to 12 ins., XX, 2-yr.	.20	<i>Thuja occ. elegantissima lutea</i> , (Geo. Peabody Arborvitae), 6 to 8 ins., X, 2-yr.	.22
12 to 18 ins., XX, 3-yr.	.35	8 to 12 ins., XX, 3-yr.	.30
<i>Juniperus horizontalis glauca</i> , 8 to 12 ins., XX, 2-yr.	.20	<i>Thuja occ. globosa</i> , 6 to 8 ins., X, 2-yr.	.25
<i>Juniperus</i> , <i>pitzeriana</i> , 10 to 15 ins., XX, 3-yr., heavy	.60	<i>Thuja occ. globosa nana</i> , 4 to 8 ins., X, 2-yr.	.25
<i>Juniperus chin. pitzeri</i> , <i>Golden</i> , 4 to 6 ins., X, 1-yr.	.22	<i>Thuja occ. pyramidalis</i> , 5 to 8 ins., X, 1-yr.	.22
6 to 9 ins., XX, 2-yr.	.35	<i>Thuja orientalis</i> , 10 to 15 ins., X, 2-yr.	.10
9 to 12 ins., XX, 2-yr.	.45	<i>Tsuga canadensis</i> , 6 to 10 ins., X, 3-yr.	.25
<i>Juniperus</i> , <i>scopulorum</i> , 4 to 6 ins., 2-yr.	.15	10 to 15 ins., XX, 4-yr.	.35
6 to 9 ins., 2-yr.	.20	<i>Viburnum opulus</i> , 1-yr. adlg.	.05
9 to 12 ins., 2-yr.	.25	18 to 24 ins., X, 2-yr.	.12
<i>Juniperus</i> , <i>stricta</i> , 4 to 8 ins., X, 2-yr.	.25	(1000 rate, 2c; 300 on each size; 300 at 1000 rate)	
8 to 12 ins., X, 2-yr.	.35	<i>Viburnum opulus nigrum</i> , 6 to 10 ins., X, 3-yr., very bushy	.25
<i>Juniperus virginiana</i> , <i>Platte River</i> , adlg.			
8 to 12 ins., 2-yr.	.08		
(1000 rate, 6c ea.; 300 at 1000 rate)			
<i>Koelreuteria paniculata</i> , 4 to 8 ins., 1-yr.	.10		
10 to 15 ins., 2-yr.	.18		
<i>Kolkwitzia amabilis</i> , 10 to 15 ins., X, 2-yr.	.18		
<i>Laburnum vulgare</i> , 10 to 18 ins., 2-yr.	.18		
<i>Larix europaea</i> , 3 to 4 ft., X, 2-yr.	.35		
<i>Leucothoe catesbeiana</i> , 4 to 6 ins., X, 1-yr.	.22		
6 to 8 ins., X, 2-yr.	.28		
8 to 10 ins., XX, 3-yr.	.35		
10 to 15 ins., XX, 3-yr.	.45		
<i>Liquidambar styraciflua</i> , 18 to 24 ins., 2-yr. adlg.	.06		
<i>Mahonia aquifolium</i> , 6 to 12 ins., X, 3-yr.	.28		
<i>Philadelphia virginiana</i> , 10 to 18 ins., X, 2-yr.	.18		
18 to 24 ins., 2-yr.	.18		
<i>Picea excelsa</i> , 5 to 10 ins., X, 3-yr.	.10		
10 to 15 ins., X, 3-yr.	.15		
<i>Pieris floribunda</i> , 4 to 6 ins., X, 2-yr.	.22		
6 to 8 ins., X, 2-yr.	.22		
8 to 12 ins., X, 3-yr.	.35		
<i>Pieris japonica</i> , 8 to 10 ins., XX, 3-yr.	.65		
10 to 15 ins., XXX, 4-yr.	.90		
<i>Pieris murrayana</i> , 10 to 15 ins., XXX, 4-yr.	.65		

We are not open for business Sunday.

	Each per 100
<i>Azalea mollis</i> , 12 to 15 ins.	.15
15 to 18 ins.	1.75 \$2.00
<i>Rhododendron hybrids</i> , 12 to 15 ins.	1.75 2.00
15 to 18 ins.	2.65 2.90
<i>Rhododendron roseum elegans</i> , vivid pink shade,	
18 to 24 ins.	5.00
24 to 30 ins.	6.50
<i>Taxus capitata</i> (upright), 30 to 36 ins.	6.00
36 to 42 ins.	7.00
42 to 48 ins.	8.50
<i>Tsuga canadensis</i> (Can. Hemlock), 2 to 3 ft.	2.25
3 to 4 ft.	2.90
4 to 5 ft.	3.90

PALLACK BROS. NURSERIES, Inc.

(31 miles north of Pittsburgh, Pa., on U. S. Highway 19, 5 miles north of Zelienople, Pa.)

Phones: Zelienople 476-J21—Zelienople 398-M (Res.)

R. D. 1, HARMONY, PA.

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receive these
extra
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If Not, You Should Investigate the Co-Op Rose Program of Extra Service—Immediately!

From Co-Op you receive all conventional growers' and suppliers' services, plus a broad program of extra services. This is our way of earning your patronage, by giving you a bonus of value. Your letter or phone call will be our invitation to tell you the complete story.*

Leon Miller,
Manager Co-Operative Rose Growers

Quality Roses Sold Only by Grade

We sell only by AAN grade—You will find that our grading is exact and that you get what you pay for—(sometimes a little more).

Refrigerated Storage at No Extra Charge

Should you desire future delivery, your plants are tagged and held for you in our 130,000 cubic foot refrigerated vault . . . the largest in the south. Refrigerated trucks stand ready to rush your bushes to you.

Idea Packed Trade List Furnished

Chocked full of helpful merchandising hints is our new 1951-1952 Trade List. Many pages in color.

Widest Variety of Selections and Packages

We offer a complete selection of boxed and packaged bushes as well as root-wrapped plants. Over 100 varieties of proven Standards and Patents now available. All corrugated for shipment.

Trial Offers on Single Packaged Plants

Introductory packages of 52 plants and 105 plants are offered to new customers who have not tried packaged bushes.

Immediate Orders — Immediate Shipment

Order by phone collect. Shipments made immediately if desired. Air Express, Rail, Bus, Trucks stand ready.

A True Wholesaler

We do not compete with you for sales. We have no assumed retail name—nor are we affiliated in any way with the retail business.

Advertising and Merchandising Program

Newspaper mats, radio and television continuity, reprints of national advertising designed for point of sales, balloons, stickers, planting guides, mail enclosures, art—4-color processed engravings are all available and most of this at no cost to you. Experienced advertising—merchandising rosarians are at your beck and call.

*For complete story on these nationally advertised roses and for the story behind this modern organization write Department A—



Co-Operative Rose Growers
TYLER, TEXAS

**Make your rose bush sales
so much more Profitable**

Owners since 1940 and president from 1940 to 1943. He was president of the American Horticultural Society from 1932 to 1935 and was a member of the American Society for Horticultural Science. He was founder and first president of United Horticulture. He was cofounder of the American Association of Botanical Gardens.

Mr. Pyle was sole author of three editions of "How to Grow Roses," and coauthor of nineteen more editions. He was editor of "Success with Roses" since 1927.

Mr. Pyle was vice-president of the National Bank & Trust Co. of West Grove from 1928 to 1936 and a director since 1917. He was a member of the board of trustees of Swarthmore College since 1910.

Surviving are his widow, Mrs. Hannah Cadbury Pyle, whom he married in 1910; two sisters, Mrs. Ellen Pyle Groff, London Grove, Pa., and Miss Marjorie Pyle, Philadelphia, and two nieces, including Mrs. Juliet Pyle, who operates Red Rose Inn.

William J. Prevail, Jr.

William J. Prevail, Jr., 44, manager of the Norbeck, Md., nursery of J. H. Small & Sons, Inc., was accidentally drowned September 17 while swimming in the Atlantic ocean at the summer meeting of the Maryland Nurserymen's Association at Ocean City.

Although a good swimmer, he apparently swam too far out into the ocean at the beach party. It took ten minutes for rescuers to reach him, and coastguardmen tried for three hours to revive him.

Mr. Prevail had been associated with J. H. Small & Sons since his early youth. He began to work for the firm in 1921, when his father, the late William P. Prevail, moved to Maryland from Philadelphia to take over the management of the firm's Norbeck nursery. At the time of his father's death in 1947, William J. Prevail was in charge of the production of annuals and perennials at the firm's Chevy Chase nursery and then was made manager of the Norbeck nursery, where he was in charge of propagation, maintenance and sales.

Surviving are his widow, Mildred; a 13-year-old son, Richard; a brother, Frank, and a sister, Mrs. Helen Hughes.

Jens Jensen.

Jens Jensen, 91, called dean of the world's landscape architects and father of the Chicago park system,



A FEW ITEMS FROM OUR CURRENT FALL AND SPRING WHOLESALE LIST

Write
for Your Copy

ORNAMENTAL TREES

BIRCH, AMERICAN WHITE.

	Per 10	Per 100
4 to 5 ft.	\$ 6.50	\$ 60.00
5 to 6 ft.	10.00	90.00
6 to 8 ft.	13.50	120.00
8 to 10 ft.	18.00	—

BIRCH, EUROPEAN WHITE.

	Per 10	Per 100
5 to 6 ft.	11.00	100.00
6 to 8 ft.	15.00	140.00
8 to 10 ft.	20.00	185.00

CRAB, ELEYI.

	Per 10	Per 100
4 to 5 ft.	9.00	85.00
5 to 6 ft.	12.50	100.00

CRAB, FLAME.

	Per 10	Per 100
4 to 5 ft.	7.50	70.00
5 to 6 ft.	10.00	90.00

CRAB, HOPA.

	Per 10	Per 100
3 to 4 ft.	5.50	50.00
4 to 5 ft.	8.00	75.00

CRAB, RED SILVER.

	Per 10	Per 100
3 to 4 ft.	6.50	60.00
4 to 5 ft.	9.00	85.00

ELM, CHINESE.

	Per 10	Per 100
6 to 8 ft.	9.00	80.00
8 to 10 ft.	12.50	110.00

ELM, LAKE CITY.

	Per 10	Per 100
6 to 8 ft.	13.50	120.00
8 to 10 ft.	17.50	160.00

MAPLE, GINNALA.

	Per 10	Per 100
2 to 3 ft.	4.00	35.00
3 to 4 ft.	6.00	50.00

MOUNTAIN ASH, EUROPEAN.

	Per 10	Per 100
4 to 5 ft.	8.00	75.00
5 to 6 ft.	12.00	100.00

POPLAR, BOLLEANA.

	Per 10	Per 100
5 to 6 ft.	7.50	65.00
6 to 8 ft.	9.50	85.00

POPLAR, LOMBARDY.

	Per 10	Per 100
6 to 8 ft.	4.00	35.00
8 to 10 ft.	6.00	50.00

PRUNUS CISTENA.

	Per 10	Per 100
2 to 3 ft.	7.00	65.00
3 to 4 ft.	9.00	80.00

PRUNUS TOMENTOSA.

	Per 10	Per 100
2 to 3 ft.	5.00	45.00
3 to 4 ft.	7.50	65.00

PRUNUS COTINUS.

	Per 10	Per 100
4 to 5 ft.	9.00	80.00
5 to 6 ft.	13.50	120.00

CARYOPTERIS

	Per 10	Per 100
Blue Mist.	2.50	22.00
12 to 18 ins.	3.50	30.00

CORNUS ELEGANTISSIMA.

	Per 10	Per 100
2 to 3 ft.	7.50	70.00
3 to 4 ft.	9.00	85.00

DEUTZIA GRACILIS.

	Per 10	Per 100
12 to 15 ins.	4.00	35.00
15 to 18 ins.	5.00	45.00

ORNAMENTAL SHRUBS— Continued

HONEYSUCKLE, ZABELI.

	Per 10	Per 100
2 to 3 ft.	\$ 4.00	\$ 35.00
3 to 4 ft.	4.50	40.00

HYDRANGEA A.G.

	Per 10	Per 100
18 to 24 ins.	5.00	45.00
2 to 3 ft.	6.00	55.00

HYDRANGEA P.G.

	Per 10	Per 100
18 to 24 ins.	4.50	40.00
2 to 3 ft.	5.50	50.00

LILAC, COMMON PURPLE.

	Per 10	Per 100
18 to 24 ins.	3.50	30.00
2 to 3 ft.	4.00	35.00

LILAC, PERSIAN PURPLE.

	Per 10	Per 100
2 to 3 ft.	4.00	35.00
3 to 4 ft.	5.50	50.00

LILAC, PERSIAN WHITE.

	Per 10	Per 100
2 to 3 ft.	4.50	40.00
3 to 4 ft.	5.50	50.00

PHILADELPHUS MINNESOTA SNOWFLAKE.

	Per 10	Per 100
Plant Patent No. 538.		
2 to 3 ft.	7.00	65.00

PHILADELPHUS VIRGINALIS.

	Per 10	Per 100
2 to 3 ft.	7.00	65.00
3 to 4 ft.	9.00	85.00

VIBURNUM STERILE.

	Per 10	Per 100
18 to 24 ins.	4.00	35.00
2 to 3 ft.	5.50	50.00

WEIGELA ROSEA.

	Per 10	Per 100
2 to 3 ft.	4.00	35.00
3 to 4 ft.	5.00	45.00

SHRUB LINING-OUT STOCK

AMELANCHIER.

	Per 100	Per 1000
Juneberry.	Per 100	Per 1000
4 to 6 ins.	\$ 6.00	\$ 50.00

BARBERRY, RED-LEAVED.

	Per 100	Per 1000
9 to 12 ins.	7.50	65.00
TT	12.50	100.00

COTONEASTER ACUTIFOLIA.

	Per 100	Per 1000
12 to 18 ins.	12.00	100.00
TT	18.00	150.00

HYDRANGEA A.G.

	Per 100	Per 1000
12 to 18 ins.	13.50	120.00
TT	20.00	180.00

HYDRANGEA P.G.

	Per 100	Per 1000
6 to 12 ins.	10.00	90.00
12 to 18 ins.	13.50	120.00

LILAC, PERSIAN PURPLE.

	Per 100	Per 1000
12 to 18 ins.	10.00	90.00
TT	15.00	120.00

RHUS COTINUS.

	Per 100	Per 1000

LINERS

2 1/4-in. pots, except where noted. *Bed-grown.

Arborvitae

	Per 100	Per 1000
*American <i>Compacta Nigra</i> , 6 to 8 ins.	\$22.50	\$200.00
<i>Aurea Nana</i> (Berckmans Golden), 6 to 8 ins.	25.00	225.00
<i>Elegantissima</i> , 6 to 8 ins.	22.50	200.00
* <i>Globosa</i> , 6 to 8 ins.	22.50	200.00
<i>Barberry</i> , <i>Julianae</i>	17.50	150.00

	Per 100	Per 1000
<i>Cedrus Deodora</i> , 8 to 10 ins.	\$20.00	\$175.00

Chamaecyparis (Retinopora)

<i>Cyano Viridis</i>	20.00	175.00
* <i>Plumosa</i> , 6 to 8 ins.	20.00	185.00
<i>Cunninghamia Lanceolata Glauca</i>	25.00	225.00
<i>Ilex Cornuta Burfordi</i>	22.50	200.00
* <i>Crenata Bullata Convexa</i> , 6 to 8 ins.	20.00	175.00
* <i>Crenata Microphylla</i> , 6 to 8 ins.	20.00	175.00
<i>Crenata Helleri</i>	25.00	...
* <i>Crenata Rotundifolia</i> , 6 to 8 ins.	20.00	175.00
<i>Opaca</i> (cuttings from choice Berry Plants)	30.00	275.00
<i>Juniperus Sylvestris</i>	20.00	175.00
<i>Leucothoe Catesbaei</i>	17.50	150.00
* <i>Ligustrum Lucidum</i> , 4 to 6 ins.	17.50	150.00
* <i>Ligustrum Lucidum</i> , 6 to 8 ins.	20.00	175.00
<i>Osmanthus</i>		
<i>Aquifolium</i>	20.00	185.00
<i>Fortunei</i>	20.00	185.00
<i>Pyracantha Lalandi</i> , Orange berries	20.00	175.00
<i>Crenata Serrata</i> , Red berries	20.00	175.00
<i>Gibbsii</i> , Coral-red berries	20.00	175.00

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and 30 other fragrant

SUB-ZERO HYBRID TEAS

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Also 20

Yellow and Orange Climbers

Write for trade prices to

BROWNELL ROSES
LITTLE COMPTON, R. I.

died October 1 at his home at Ellison Bay, Wis. He had been ill for the past two years.

Born at Dybol, Denmark, Mr. Jensen attended Jutland Agricultural College. He came to the United States in 1924, taking his first job on a Florida celery plantation. After coming to Chicago his first job was scraping mud off the boulevards for the city park system. He later became superintendent of several parks and was supervising architect of west parks until 1920. He planned several of the city's large parks and was instrumental in establishing the Cook county forest preserve district.

In 1920 Mr. Jensen went into business for himself as a landscape architect. He designed many large estates and also the Lincoln memorial garden at Springfield, Ill. In 1935 he moved to Ellison Bay, Wis., and established The Clearing, a school of art, which he presided over through last summer. Mr. Jensen was the recipient of the Massachusetts Horticultural Society gold medal award, a doctor's degree from the University of Washington and membership in the Illinois Academy of Science.

Surviving are three daughters, Mrs. Martha Moline and Mrs. Katherine Wheeler, Wilmette, Ill., and Mrs. Edith Johnson, Highland Park, Ill.; a son, Edward C., of Honolulu, Hawaii; five grandchildren, and six great grandchildren.

Edward M. Liebel.

Edward M. Liebel, 48, owner of Buffalo's Modern Garden Shop, Buffalo, N. Y., died August 9 after a long illness.

Mr. Liebel opened the retail nursery salesyard in 1927. He steadily expanded the small business until, at the time of his death, it was a modern establishment carrying a complete line of garden supplies.

Surviving is his widow, who will continue to operate the business.

Sydney B. Mitchell.

Sydney B. Mitchell, founder and dean emeritus of the University of California's school of librarianship and first president of the California Horticultural Society, died September 21, at his home at Berkeley after a 6-week illness. He was 75.

Mr. Mitchell, who retired as professor of librarianship in 1946, was for ten years editor of the horticultural society's journal. A nationally known horticulturist, specializing in varieties of iris, he was the author of four books on gardening.

He leaves his widow, Rose, and a sister, Mrs. C. A. Mackenzie, Winnipeg.



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Maryland Meeting

By George S. Langford

Headquarters for the summer meeting of the Maryland Nurserymen's Association, held September 16 to 18, was the Hotel Royalton, Ocean City. The afternoon and evening of Sunday, September 16, were devoted to registration and a social get-together, at which freshly picked strawberries from Bunting's Nurseries, Inc., Selbyville, Del., were enjoyed along with other refreshments.

The group was saddened by the unfortunate drowning Monday afternoon of William J. Prevail, Jr., manager of the Norbeck nurseries of J. H. Small & Sons, Inc. Mr. Prevail was caught in an undertow while swimming in the ocean and drowned before rescue was possible. Efforts to revive him were made by the coast guard. His obituary appears on another page.

Monday morning was devoted to a motorcade tour of Bunting's Nurseries, Inc., Selbyville, Del.; Harrison Bros. Nurseries, Berlin, Md., and Tingle Nursery Co., Pittsville, Md. At Bunting's the group viewed streamlined methods for storing, packing and shipping nursery stock and observed the use of geese for weed or grass control on much of the 1,400 acres of land.

When questioned on the value of geese for weeding nursery stock, Senator Clayton Bunting said that a goose is worth 50 cents an hour. He pointed out that geese will work from daybreak to dusk, resting only during the hot portion of the day, and are capable of doing much tedious work. He stated that his firm had attempted to make a study of the worth of geese as laborers and had found them to be an economical substitute for hoeing. Three geese to the acre is normally sufficient to keep grass under control.

The Bunting firm uses geese to weed a variety of nursery stock, including strawberries, asparagus, privet and many kinds of evergreens. Senator Bunting observed that he did not know of any nursery stock that young geese would eat. He said that old geese will sometimes pick a few strawberry leaves and, because of their weight, will occasionally break young nursery stock by stepping on it. Therefore, it is desirable that certain types of stock, especially evergreens, be eight to ten inches tall before geese are allowed among

them. Since young birds will work harder than old ones and will eliminate the possible damage from trampling, Senator Bunting recommended starting in the spring or early summer with 6 to 8-week-old goslings.

Success with geese depends upon the conditions under which they are used, he advised. Geese are excellent for controlling any of the soft grasses, but where hard grasses are involved, the geese must be placed in the field before the grass reaches a height of one inch. Weeds are not controlled unless the geese are in the field and working before the seeds begin to germinate. Growing weeds are not eaten. The high-clearance tractor and other equipment used by the Bunting firm to cultivate tall nursery stock also created interest among visitors.

The second stop of the tour was made at the propagating houses of Tingle Nursery Co. Following refreshments of soft drinks served by their host, Leamon Tingle, the group toured the extensive propagating houses, where well over 1,000,000 cuttings were seen. The final stop was made at the packing houses and propagating sheds of Harrison Bros. Nurseries. Time did not permit a tour of the nurseries and orchards, but the nurserymen remained long enough to enjoy apples and fresh cider produced on the Harrison farms and to examine two narrow-gauge tractors developed for cultivating between nursery rows. G. Hale Harrison, president of the firm, briefly outlined operations conducted by the firm on its holdings of about 6,000 acres.

Because of the drowning of William Prevail during the afternoon beach party, a prayer was substituted for the entertainment to have been presented at the evening banquet.

A discussion session was held Tues-

PRIVET

HEAVY, TWO-YEAR PRIVET IN TRUCK OR CAR LOAD LOTS. NO BOXING.

AMURENSE PRIVET (Amur River North)

	Per 100	Per 1000
18 to 24 ins., 2 and 3 branches.	\$ 9.00	\$ 80.00
18 to 24 ins., 3 branches and up.	11.00	100.00
2 to 3 ft., 2 and 3 branches.	13.00	120.00
2 to 3 ft., 4 branches and up.	16.00	150.00
3 to 4 ft., 4 branches.	18.50	175.00

IBOLIUM PRIVET

18 to 24 ins., well branched.	9.00	80.00
2 to 3 ft., well branched.	11.00	100.00
3 to 4 ft., well branched.	15.00	140.00

REGEI'S PRIVET

18 to 24 ins., well branched.	35.00	320.00
24 to 30 ins., well branched.	42.50	400.00
30 to 36 ins., well branched.	55.00	500.00
3 to 4 ft., well branched.	65.00	600.00

CALIFORNIA PRIVET

18 to 24 ins., 2 and 3 branches.	8.00	70.00
18 to 24 ins., 4 branches and up.	9.00	80.00
2 to 3 ft., 2 and 3 branches.	11.00	100.00
2 to 3 ft., 4 branches and up.	13.50	120.00
3 to 4 ft., 4 branches and up.	16.50	150.00

SINENSIS PRIVET (Amur River South)

18 to 24 ins., well branched.	7.50	65.00
2 to 3 ft., well branched.	9.50	85.00
3 to 4 ft., well branched.	13.50	120.00

50 at the 100 rate, 300 at 1000 rate.

Write for prices on heavy shrubs.

GREENBRIER FARMS, INC., NURSERIES
NORFOLK, VA.

AMPELOPSIS VEITCHI.

	Per 100	Per 1000
No. 1, 1-yr. seedlings.	\$ 4.00	\$ 35.00
No. 2, 1-yr. seedlings.	3.00	25.00

10 per cent less for 10,000 or more.

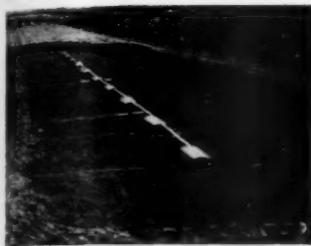
SORBUS AUCUPARIA (European Mountain Ash).

	Per 100	Per 1000
2 to 3 ft., transplants.	\$20.00	\$175.00
3 to 4 ft., transplants.	30.00	275.00

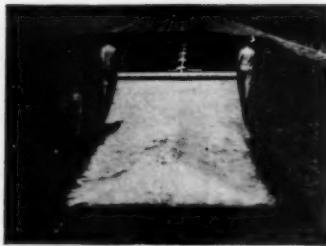
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SAVE TIME WITH SIMPLE SUPPORT FOR FUMI-COVER. Potato or apple crates straddled by boards or pipes support Fumi-Cover made of Firestone *Velon* Plastic film. One Fumi-Cover amply covers 100 x 13 foot area. Soil tamped along edges makes excellent seal.



FLEXIBLE FUMI-COVER ONLY $\frac{1}{4}$ WEIGHT OF PAPER COVERS. Two men unroll a Fumi-Cover faster and easier than four or five men can handle other cover types. *Velon* Plastic is flexible enough to be stretched for a thorough seal job.



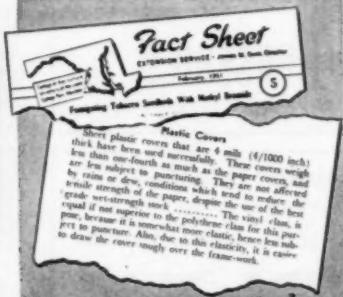
REUSABLE VELON PLASTIC FUMI-COVER TAKES SUN AND WATER EXPOSURE. Not affected by rains or dew. Soaking cannot reduce tensile strength or cause sogginess and shredding. High resistance to sun and temperature extremes. Fumi-Cover made of *Velon* can be used over and over again.



FUMI-COVER UNAFFECTED BY COMMERCIAL FUMIGANTS. Not only is *Velon* Plastic unharmed by the vapors, but Fumi-Cover seals in the gas...to do a better, faster, safer job of fumigation. Needs only 24 hour application (if soil temperature is above 60°). Bed can be planted within 48 hours.



ROLLS UP LIKE A WINDOW SHADE, ready for reuse. Simply remove supports and roll up cover. One man can handle and carry Fumi-Cover. Repacks into 7 foot carton, for easy storage.



READ WHAT THE EXPERTS SAY AFTER EXHAUSTIVE TESTS

DEALERS: Get ready for the big demand. It pays to handle the superior Fumi-Cover for gas soil fumigation. Backed by the Firestone *Velon* name. For further information, write, wire or call:

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SOMETHING NEW ON SOIL FUMIGANTS!

Tests prove commercial fumigants afford freedom from most weeds so that plant emergence, growth and uniformity of stand is greatly improved. Soil fumigation controls nematodes, kills insects, damping-off organisms and even the sclerotia of Sclerotina Rot. Firestone technicians, working with the Besmar Corporation, developed a new type of fumigation soil cover—Fumi-Cover—made of heavy, 4-gauge Firestone *Velon* vinyl film, heat-sealed for greater coverage.

FUMI-COVER is more economical because it is more durable and RE-USABLE: Not affected by rain or dew • Resistant to sun and extremes of temperature • Can be kept from season to season without deterioration.

FUMI-COVER $\frac{1}{4}$ the weight of paper—hence easier to handle. Can be rolled and unrolled wet or dry • Easily carried from one bed to another.

FUMI-COVER is more elastic...does a better job, faster. Can be stretched more easily over frame • Resists puncture from sharp stones and twigs • Does more thorough gas-sealing job in 24 hours at 60°.

Your regular dealer will supply Fumi-Covers, in handy storage cartons with complete instruction leaflet packed inside. The name Firestone *Velon* is your assurance that every Fumi-Cover is first quality vinyl plastic.

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Christmas Tree Planting Stock

EVERGREEN LINERS

Seedlings

	Per 1000
Scotch Pine (Riga strain), 2-yr., 4 to 8 ins.	\$25.00
Scotch Pine (Riga strain), 2-yr., 2 to 4 ins.	15.00
American Red Pine, 3-yr., 4 to 8 ins.	40.00
White Pine (genuine), 3-yr., 5 to 12 ins.	35.00
White Pine (genuine), 2-yr., 3 to 5 ins.	20.00
Austrian Pine, 3-yr., 5 to 12 ins.	35.00
Ponderosa Pine, 3-yr., 6 to 12 ins.	20.00
Oriental Red Pine, 3-yr., 6 to 15 ins.	20.00
Banks Pine, 3-yr., 8 to 18 ins.	15.00
Pitch Pine, 3-yr., 8 to 15 ins.	15.00
Balsam Fir, 3-yr., 4 to 9 ins.	40.00
Douglas Fir, 3-yr., 5 to 9 ins.	45.00
Douglas Fir, 2-yr., 3 to 5 ins.	35.00
Colo. Blue Spruce, 3-yr., 5 to 8 ins.	50.00
Colo. Blue Spruce, 2-yr., 3 to 5 ins.	35.00
Norway Spruce, 3-yr., 5 to 10 ins.	35.00
Norway Spruce, 2-yr., 3 to 5 ins.	25.00
White Spruce, 2-yr., 3 to 5 ins.	20.00
Red Spruce, 2-yr., 3 to 5 ins.	20.00
Multiflora Rose (thorny), 1-yr., 10 to 16 ins.	30.00

Transplants

	Per 1000
Colo. Blue Spruce, 3-yr., 3 to 5 ins.	\$ 50.00
Red Spruce, 4-yr., 4 to 10 ins.	50.00
American Red Pine, 4-yr., 5 to 12 ins.	80.00
White Pine (genuine), 5-yr., 6 to 15 ins.	50.00
Balsam Fir, 4-yr., 4 to 7 ins.	50.00
Canadian Hemlock, 4-yr., 5 to 12 ins.	100.00
American Arborvitae, 4-yr., 5 to 12 ins.	100.00

Cash with order, free packing.

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Box 594

JOHNSTOWN, PA.

CHINESE CHESTNUTS

Hemming Strain
of Heavy-bearing Trees.

Blight-resistant.

	Per	Per	Per
12 to	10	100	1000
18 ins.	\$2.50	\$22.50	\$200.00
18 to			
24 ins.	3.50	32.50	300.00

EASTERN SHORE NURSERIES, Inc.
EASTON, MARYLAND

FALL LINERS

See ad on page 27 of September 1 issue.

JOHN VERMEULEN & SON, Inc.
MECHANIC STATION, N. J.

HARDY AZALEAS

25,000 once-transplanted seedlings in flats, 110 to 120 in each flat.
MOLLIS (Chinese Azalea), \$10.00 per flat.

SCHLIPPENBACHII (Royal Azalea),
from Korea, \$12.50 per flat.

Cash and carry on above.

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A General Line of FRUIT and ORNAMENTAL TREES and PLANTS

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Box 3
SELBYVILLE, DEL.

day morning. Dr. Ernest N. Cory, state entomologist, led a discussion on oak wilt, and Harold Timmons, secretary of the National Mail Order Nurserymen's Association, reviewed developments on postal legislation now pending in Congress and their possible effect on the nursery business.

An enthusiastic discussion was engendered by Henry Hohman when he pointed out some of the problems likely to result from extensive and promiscuous use of multiflora roses in Maryland for living fences and in landscape work. The group agreed that the subject required careful study. A committee was appointed to investigate the problem further and to contact other interested groups.

Following a brief report by J. Hammond Brandt on the A. A. N. convention at New Orleans, luncheon was served.

COLMAN AWARD JURY.

The jury to select the 1952 recipient of the Norman Jay Colman award for research in horticulture has been completed. The American Association of Nurserymen, which presents the award at its annual convention in July, announces that Dr. Harold B. Tukey, head of the department of horticulture, Michigan State College, East Lansing, will serve as chairman.

With him will serve four other professors. They are Guy W. Adriance, head of the department of horticulture, Texas A. and M. College, College Station; Henry Hartman, head of the department of horticulture, Oregon State College, Corvallis; William F. Pickett, head of the department of horticulture, Kansas State College, Manhattan, and Pardon W. Cornell, department of horticulture, University of Maryland, College Park.

THEFT AT KELLY BROS.

Burglars gained entrance through a basement window of the new office building of Kelly Bros. Nurseries, Dansville, N. Y., September 12 and took \$277 in cash from the treasurer's office. A locked safe door was also opened, but nothing of value was taken from the safe. The burglary was discovered by foreman Carl Smith when he opened the office the following morning.

OPENED recently at Eustis, Fla., the Peacock Nursery is owned by Jack Peacock and his wife, Rubye.

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"Seasoned Rosebushes" that grow everywhere!

If we had a choice of locations anywhere in the United States where we could locate our rose farm, we would select our present mountain valley site at Hemet, California. Our extremely rich soil conditions, ample irrigation facilities, plus a growing season that is hot, make rosebushes thrive under the desert sun. However, the winters are cold. This temperature change is actually a test of the hardiness of the bush. We call them "Seasoned Rosebushes," your assurance that they will grow everywhere!

Even though all our bushes are allocated to old customers this coming year, drop us a note. We would like to put your name on our mailing list for special literature.

HOWARDS of HEMET

"Seasoned Rosebushes"

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This Business of Ours

Reflections on the Progress and Problems of Nurserymen

By E. Sam Hemming

SUMMER TRANSPLANTING IN THE NURSERY.

At a recent meeting of the New Jersey Association of Nurserymen, summer transplanting and landscape jobs were featured topics. The program was designed to encourage nurserymen to do more summer planting, thereby lengthening the planting season and reducing the pressure of the spring rush. I had thought some new methods of summer planting would be discussed, but none were presented. The emphasis was on methods which we already know will work and which we all have tried, yet do not seem to wish to maintain as regular practices.

We have done sizable landscaping jobs in the middle of the summer, and yet, when we begin to think of making a regular practice of summer planting, we encounter several difficulties that seem unsurmountable. Customers do not readily agree to summer planting; there is extra labor involved in seeing that plants are kept moist until they are established, and, if summer planting became a common practice, it would necessitate changes in the organization of the nursery, for the summer months give nurserymen a chance to catch up on work at the nursery.

We have begun to realize in our own case that we are so rushed with planting for our customers in spring and fall that it is now necessary to spend more time in maintaining and increasing our inventory. Therefore, instead of thinking in terms of customer planting in summer, we have tried to lengthen the season for our nursery transplanting.

Of course, it is easy to transplant small plants or rooted cuttings into beds that can be watered and shaded. Unless the fields are irrigated by an extensive system, however, nurserymen are taking a chance when they do much summer transplanting into the field; yet, we are doing considerably more summer transplanting into the field each year and so far have lost few plants. Our methods are not new. Most of this transplanting we have done in June, after the spring landscaping is finished. We put only potted plants into the field because potting results in more successful transplanting, and, if by chance the plants must stay in the

pots an extra six months, we shall not lose them.

We begin by potting up into 2½-inch or 4-inch pots the rooted cuttings and choice seedlings we plan to transplant. The field to be planted is plowed, fertilized and disked until it is in perfect condition. Then we are likely to wait for a rain and disk again as soon as the soil can be worked, after which we plant immediately. We are careful in taking the plants from the pots, so as not to break the balls.

Another thing we watch is the weather. While we often make fun of the weatherman, his predictions two or three days in advance are generally accurate. We avoid hot weather and plant when a cool spell

or rain is coming, for a matter of 10 or 15 degrees' difference in temperature for a few days makes a big difference. We also take advantage of the fact that plants have a definite rhythm of making root and then top growth. We plant just as they are making root growth, and it has been our experience that they establish themselves quickly in summer. It has always intrigued me as a peculiarly perverse nursery practice that in Florida, where it is warm all the year, nurserymen plant all year, but in the north, where it is warm only in summer, we do not plant then.

Generally, young potted liners carefully planted in June and receiving an average amount of rainfall for a month can be considered safe. This year we did not have enough rain, and so we watered once by converting a sprayer tank to save the plants. Since then we have had almost a drought. We do not seem to have lost any of the plants, how-

GET TO KNOW LEGHORN'S FOR YOUR QUALITY EVERGREENS

We are growing several of the hardy varieties of Yews, specializing in *Capitata*. We have them in Liners and Specimen Stock in the popular landscape sizes for fall, 1951, and spring, 1952. Send us your requirements, and let us quote you.

Visitors are always welcome at the nurseries. Drop in whenever you are in this area, and let us show you our stock.

LEGHORN'S EVERGREEN NURSERIES
Geer St. CROMWELL, CONN.

ROSA MULTIFLORA JAPONICA

Seedlings of upright, thorny type for living fences, conservation and understock. We have an excellent block of this item.

BROOKVILLE NURSERIES
GLEN HEAD, N. Y.

QUALITY MERCHANDISE
AT REASONABLE PRICES

**VANDERBROOK
NURSERIES**
MANCHESTER, CONN.

Wholesale Nurserymen Since 1922

THOUSANDS OF DEALERS ARE SELLING the Long Season, Profit Making **MOW-MASTER**



MAKES LEAVES
VANISH like
MAGIC

MOWS LAWNS
CUTS TALL GRASS
and WEEDS

THE ONLY
POWER
MOWER
with the
EXCLUSIVE
Grind-a-Leaf
ATTACHMENT

PULVERIZES
AUTUMN LEAVES
INSTANTLY



You'll be amazed to see autumn leaves swirl into a Mow-Master and vanish like magic. You'll be delighted to see this simple, easy way of keeping the lawn fresh and clean through the fall season. It's an exclusive feature with Mow-Masters that keeps them selling Spring, Summer, and Fall.

You will also quickly discover the high quality built into every part of a Mow-Master. You will note its attrac-

tive appearance — ease of operation — abundance of power — dependability and economy. These and other features have proven to tens of thousands that Mow-Master is the power mower they want.

That's why Mow-Masters are easy to sell and why thousands of dealers sell the Mow-Master line.

Write today for illustrated literature and complete dealership information.

PROPELLION ENGINE CORP.

Subsidiary Food Machinery and Chemical Corp.

7th St. & Sunshine Road, Dept. AN-10

Kansas City 15, Kansas

Mail
this
Coupon
Today

Propulsion Engine Corp., Dept. AN-10

7th St. & Sunshine Rd.
Kansas City 15, Kans.

Gentlemen: Please send me complete details of the Mow-Master offer to dealers.

FIRM NAME _____

BY _____

ST. ADDRESS _____

CITY _____ STATE _____



	Per 100	Per 1000		Per 100	Per 1000
SCOTCH PINE			COLORADO BLUE SPRUCE		
2-yr., S, 2 to 4 ins....	\$ 4.00	\$ 20.00	2-yr., S, 2 to 4 ins....	\$ 4.00	\$ 20.00
2-yr., S, 3 to 6 ins....	6.00	30.00	3-yr., S, 5 to 10 ins....	7.00	35.00
2-yr., S, 4 to 8 ins....	7.00	35.00	3-yr., S, 6 to 12 ins....	9.00	45.00
AUSTRIAN PINE			NORWAY SPRUCE		
2-yr., S, 3 to 5 ins....	6.00	30.00	2-yr., S, 2 to 4 ins....	3.20	16.00
MUGHO PINE			2-yr., S, 4 to 8 ins....	7.00	35.00
2-yr., S, 1 to 2 ins....	5.00	25.00	Fast-growing. Note size.		
4-yr., S, 6 to 12 ins....	12.00	60.00	4-yr., S, 8 to 12 ins....	10.00	50.00
5-yr., T, 7 to 10 ins....	20.00	.....	Mostly grafting size.		
CONCOLOR FIR			CANADIAN HEMLOCK		
Excellent ornamental—one of the best			3-yr., S, 8 to 14 ins....	12.00	60.00
Christmas trees—holds needles best of			JUNIPERUS VIRGINIANA		
any short-needle tree. Bluish color.			4-yr., T, 8 to 16 ins....	10.00	60.00
2-yr., S, 3 to 7 ins....	10.00	50.00	RED BARBERRY		
DOUGLAS FIR			2-yr., S, 10 to 16 ins....	14.00	70.00
2-yr., S, 3 to 6 ins....	7.00	35.00	NORWAY MAPLE		
FRASER FIR			4 to 8 ins....	12.00	60.00
2-yr., S, 2 to 4 ins....	10.00	50.00	Write for complete Catalog.		

MUSSER FORESTS, Inc. INDIANA, PENNA.

SPECIMEN LANDSCAPE MATERIAL

The following items are all priced in the ground—you dig. Let us have your want list for other materials.

- 75 *Juniperus Canaertii*, 6 to 10 ft., 75c per ft.
- 50 *Juniperus Stricta*, 7 to 9 1/2 ft., 75c per ft.
- 140 *Juniperus Pfitzeriana*, 3 to 6 ft. high by 3 to 6 ft. wide, \$1.50 per spreading ft.
- 70 *Thuja Globosa*, 2 1/2 to 4 ft. high by 3 to 4 ft. wide, \$4.00 each.
- 15 *Thuja Occidentalis*, 10 to 14 ft., \$1.00 per ft.
- 40 *Thuja Pyramidalis*, 7 to 10 ft., \$1.00 per ft.
- 500 *Pyracantha Lalandi*, 4 to 5 ft., \$2.50 each.

Your inspection of this and other material is cordially invited.

ANGELICA NURSERIES

Growers of fine plants.

R. D. 1, 3 mi. south of Reading, Pa., on Rt. 73

Phone: Reading 2-3983

MOHNTON, PA.

Wholesale

Since 1918

**RED RASPBERRIES — GRAPES — BLACKBERRIES
RASPBERRY TIPS — CURRENTS — SHRUBS**

Ivan R. Congdon Nursery

NORTH COLLINS, N. Y.

ever, although growth was probably less than normal. Last year it seemed to rain after we planted each row, and the plants grew so well that we hardly knew they were transplanted. I do not think summer transplanting of bare-rooted stock into the field could be made successful, but by using potted plants and old-time methods and being especially careful, nurserymen can transplant potted plants.

E. S. H.

BLUE-FOLIAGED PLANTS.

For many years nurserymen have been attracted to blue-foliaged coniferous evergreens and have always propagated them in fair quantities. In landscape plantings they generally contrast too much with other plants to warrant their widespread use. Yet novelty does not wholly account for their popularity, because nurserymen cannot force an unattractive novelty upon the public. Nor does it account for the popularity of this type plant among people who obviously have excellent taste in the architecture of their houses, style of home furnishings and in garden design. For some reason this foliage has an attractiveness that is difficult to explain, for it is not based entirely on the attractiveness of the plant itself or on its particular color, which appeals to a great many people. They seem to look upon the plant as a picture in itself and not as part of a picture.

Plants with glaucous-colored foliage came into popularity with the discovery and the propagation of the Koster variety of Colorado blue spruce. The frosty appearance of this plant seems to attract attention naturally, in spite of its stiff, uncompromising character. Like many other plants, it has been used far out of its range and burns badly in the south.

A few of the more popular blue-foliaged plant varieties are deodar cedar, blue Mount Atlas cedar, Meyer juniper, Hetz juniper, Pfitzer's juniper, blue Lawson cypress, concolor fir, Swiss stone pine, Himalayan pine, Douglas fir and blue Virginia cedar or juniper. The color in some of these is more pronounced than in others. My favorite is the deodar cedar, because of its graceful growth habit. The blue Mount Atlas cedar, is much more showy in color and is attractive for an opposite characteristic, its picturesque and irregular growth.

The blue Virginia cedar is seldom planted anymore, because it cannot compete with the two popular green

WHOLESALE PRICE LIST

FRUIT AND NUT TREES

JUNE BUD PEACH.

	Per 100	Per 1000
30 to 36 inches.	\$20.00	\$180.00
24 to 30 inches.	17.50	150.00
18 to 24 inches.	12.50	100.00

Varieties: Alberta, Redhaven, Halehaven, Jubilee, Early Alberta, Early Hiley, Polly.

2-YEAR APPLE.

	Per 10	Per 100
11/16-inch	\$4.50	\$40.00
9/16-inch	4.00	35.00
7/16-inch	3.00	25.00

Varieties: Red Delicious, Yellow Delicious, Yellow Transparent, Stayman, Winesap Red, Jonathan Red, Grimes Golden.

2-YEAR PEAR.

	Per 10	Per 100
11/16-inch	\$6.00	\$55.00
9/16-inch	5.50	50.00
7/16-inch	5.00	45.00
5/16-inch	4.00	35.00

Variety: Kieffer.

RED-FLOWERING PEACH.

	Per 100	Per 1000
4 to 5 feet.	6.00	55.00
3 to 4 feet.	5.00	45.00
2 to 3 feet.	3.50	30.00
18 to 24 inches.	2.00	15.00

Add 30c each for B&B.

CERCIS CANADENSIS. American Redbud.

	Per 100	Per 1000
5 to 6 feet, well br.	\$7.50	\$70.00
4 to 5 feet, well br.	6.50	60.00
3 to 4 feet, well br.	5.50	50.00
2 to 3 feet, well br.	4.50	40.00

LIRIODENDRON TULIPIFERA. Tulip Tree.

	Per 100	Per 1000
5 to 6 feet.	5.50	50.00
4 to 5 feet.	5.00	45.00
3 to 4 feet.	4.00	35.00

CHINESE ELM.

	Per 100	Per 1000
5 to 6 feet.	6.00	55.00
4 to 5 feet.	5.00	45.00
3 to 4 feet.	4.00	35.00

2 to 3 feet, seedlings.

	Per 100	Per 1000
12 to 18 ins., 2-year.	4.00	35.00

SPIRAEA ANTHONY WATERER.

	Per 100	Per 1000
12 to 18 ins., 2-year.	4.00	35.00

AMUR RIVER NORTH PRIVET.

	Per 1000
1-yr. Tr.	\$60.00
2 to 3 feet.	50.00
18 to 24 inches.	40.00

EVERGREENS**JUNIPERUS Pfitzeriana.**

	Per 10	Per 100
24 to 30 inches, B&B.	\$25.00	\$225.00
18 to 24 inches, B&B.	20.00	175.00
15 to 18 inches, B&B.	17.50	150.00

AMERICAN PYRAMIDAL ARBORVITAE.

	Per 10	Per 100
3 to 4 feet, B&B.	20.00	175.00
2 to 3 feet, B&B.	15.00	125.00
18 to 24 inches, B&B.	11.00	100.00

BERCKMANS GOLDEN ARBORVITAE.

	Per 10	Per 100
24 to 28 inches, B&B.	17.50	160.00
15 to 18 inches, B&B.	16.00	150.00

FIGS. Everbearing.

	Per 10	Per 1000
3 to 4 feet.	\$4.50	\$40.00
2 to 3 feet.	3.50	30.00

PECAN TREES. Papershell.

	Per 10	Per 1000
5 to 6 feet.	19.00	160.00
4 to 5 feet.	14.00	125.00
3 to 4 feet.	12.00	100.00
2 to 3 feet.	10.00	90.00

Varieties: Stuart, Schley.

	Per 10	Per 1000
4 to 5 feet.	8.00	60.00
3 to 4 feet.	3.00	25.00
2 to 3 feet.	2.50	20.00

WALNUTS. Juglans Nigra. Black Walnut.

	Per 10	Per 1000
4 to 5 feet.	6.00	55.00
3 to 4 feet.	5.00	45.00
2 to 3 feet.	3.50	30.00

MALUS ELEYI. Eley Flowering Crab.

	Per 10	Per 1000
Silver-red Crab.	5.00	45.00
4 to 5 feet.	4.00	35.00
3 to 4 feet.	3.00	30.00

NEWPORT PLUM. Purpleleaf.

	Per 10	Per 1000
4 to 5 feet.	6.00	55.00
3 to 4 feet.	5.00	45.00
2 to 3 feet.	3.50	30.00

	Per 10	Per 1000
18 to 24 inches.	4.00	35.00
12 to 18 inches.	3.00	25.00

RED-LEAVED BARBERRY.

	Per 10	Per 1000
24 to 30 inches.	4.50	40.00
18 to 24 inches.	3.50	30.00
12 to 18 inches.	3.00	25.00

SPIRAEA VANHOUTTEI.

	Per 10	Per 1000
2 to 3 feet, 2-year tr., well br.	18.00	160.00
18 to 24 ins., 2-year tr., well br.	12.50	112.50
12 to 18 ins., hedging grade.	6.00	54.00

WISTARIA FLORIBUNDA. Large blooms.

	Per 10	Per 1000
2-year, No. 1.	5.00	45.00
2-year, No. 2.	4.00	35.00

LAGERSTROEMIA INDICA. Crape Myrtle. Red.

	Per 10	Per 1000
30 to 36 inches.	4.00	35.00
24 to 30 inches.	3.50	30.00

CALYCANTHUS FLORIDUS. Sweet Shrub.

	Per 10	Per 1000
18 to 24 inches, 2-year tr.	2.50	20.00
12 to 18 inches, 2-year tr.	2.00	15.00

SLATTON NURSERY CO.

McMINNVILLE, TENN.

Box 149

How to Increase Nursery Sales, Get Bigger Returns, More Profits from The Right Advertising

Where is today's big new market for nursery products? How can you determine sales potentials in YOUR area? In what months should you advertise and in what months quit? Which type of advertising is most effective—what kind of copy gets the most results?

The nursery business has climbed 242 per cent since 1939. Has yours? 1950 sales were 12 per cent over 1949. Were yours? Most of your competitors are advertisers. AGGRESSIVE advertisers! Are they getting YOUR customers? A good name can bring you many customers, a good location more customers, a good catalog still more customers. But WHY NOT SELL AMERICA'S MILLIONS?

You need only two things to make money OUT of national advertising, (1) A good product; (2) The right advertising men. Sometimes you don't even need the right product! For, with enthusiastic advertising copy alone such homely things as Multiflora Roses, Peony Clumps and Bush Cherries have been successfully launched into nation-wide success!

Here are some of the praises we have received from our clients:

"While we were reluctant at first to use your high-powered copy, it produced better than anything we tried previously."

"Our split test showed that your copy was eight times better than ours."

"Please cancel our ads at once. We are behind in filling orders."

"Since you people took over, advertising has ceased to be an expense; it is now our lifeblood."

"Want to thank you for your many services and for the successful campaigns you conducted for the company."

"Copy was so good I almost bought my own product."

"A fresh new start on advertising"

"Better results than we could have hoped for."

"Your full-page ad hit the jack pot."

"Your ads keep paying out."

"We'll leave it up to you—go ahead, you have a free hand!"

"Kept me up all night filling orders on a 2-inch ad."

"I'm still amazed at how our production charges have dropped; we get better returns for our space dollar."

"I think we are making real progress as regards our advertising and I take this opportunity to express my appreciation for your enthusiasm and hard work on our account."

"We appreciate that you watch our money—and get the most results."

"Your ads were so thorough, and told such a complete story, that we simply offset them and used them for mailing pieces, saving us many dollars."

"We placed a quarter-page ad to get rid of old stock and wound up with a remake."

"If you did not see our letter as it came to your shop I would appreciate your taking a look at the attached copy of it if only to see how deeply indebted are you for the guts of the piece. Thanks again for your many kindnesses."

"Our business has been excellent, thanks mostly to and the way it looks there will not be any dolements for us this year."

(Letter from One of Our Clients to a Prospective Client):

"We have just heard that you are considering availing yourself of the services of the John Shrager Agency. We are happy to hear this for we feel that they can give you a really good start on modern advertising methods. Your ads will command attention if you listen to these men. We used the Shrager Agency and found that their ad was one of the best selling ads we have ever run. We wholeheartedly recommend the zeal and enthusiasm with which they work on a client's account."

Consult us without obligation

Mail This Now

JOHN SHRAGER, Inc., Advertising
2A, W. 46th St., New York 19, N. Y.

We want to join your "happy family" of successful advertising clients. Here is our problem: How do we get started?

NAME.....

NURSERY.....

ADDRESS.....

CITY..... STATE.....

varieties, keteleeri and canaerti. Of the three bluish junipers, Pfitzer is far the best, not only for its growth habit, but for its general attractiveness, dependability and ruggedness. I dislike to condemn the new Hetz juniper too soon, but we have found it grows too fast and open and does not make a good root system. However, our climate on the Eastern Shore of Maryland might be too warm for it.

When the Meyer juniper came out about twenty years ago, it looked like a good plant, but it is attractive only when young, for it becomes shaggy quickly. The blue Lawson cypress is not hardy further north, but it grows well here, although it is a little difficult to transplant. We offer the concolor fir in Maryland as a partial substitute for blue spruce. It grows a little faster than blue spruce, but its foliage is softer, and it blends better with other plants.

Next to the true cedar, the pines make the most attractive of the bluish-foliage plants. While the Swiss stone pine is formal in shape, its dwarfness prevents it from appearing stiff. The needles of the Himalayan pine are so gracefully pendulous that there is no appearance of stiffness, while other members of the family become picturesque and irregular with age.

I think the modest propagation of blue evergreens is in order and that we should continue to look for additions to the list as long as they are attractive and we do not overdo them.

E. S. H.

CONE BOUNTY INCREASED.

The price to be paid to persons who collect pine cones for the South Carolina state commission of forestry has been increased this year to \$1.50 per bushel for loblolly pine cones. It has been estimated that the average collector can pick from six to nine bushels a day. Anyone is eligible to collect the cones.

The cones must be this year's crop and must be collected sometime between the time of ripening and the time the cones open to drop their seeds to the ground.

The state purchases the pine cones in order to obtain the necessary seeds to grow pine seedlings at the Horace Tilghman nursery, near Sumter. Last year it took about 6,000 pounds of seeds to grow 21,000,000 seedlings.

HOME from army duty in Japan, Lieut. Paul G. Hutchinson is now associated with his father in the Hutchinson Nursery Co., El Reno, Okla.

CONIFEROUS EVERGREENS

Offered in truck and car load lots.
No boxing.

	Per 10 Per 100
Arborvitae, American, 2 to 3 ft.	\$22.50 \$210.00
Arborvitae, American, 3 to 4 ft.	32.50 300.00
Arborvitae, American, Pyramidal, 2 to 3 ft.	25.00 230.00
3 to 4 ft.	35.00 330.00
4 ft.	40.00
Arborvitae, Globe, 12 to 15 ins.	13.50 125.00
15 to 18 ins.	17.50 150.00
18 to 21 ins.	25.00 230.00
21 to 24 ins.	30.00 275.00
Hemlock, Canadian, 18 to 24 ins.	22.50 210.00
Hemlock, Canadian, 24 to 30 ins.	30.00 275.00
Juniper, Andorra, 18 to 24 ins.	25.00
Juniper, Andorra, 24 to 30 ins.	32.50
Juniper, Greek, 18 to 24 ins.	25.00
Juniper, Greek, 24 to 30 ins.	32.50
Juniper, Pfitzer, 15 to 18 ins.	25.00
Juniper, Pfitzer, 18 to 24 ins.	32.50
Pine, White, 2 to 3 ft.	30.00
Retinospora plumosa aurea and squarrosa velutina, 24 to 30 ins.	27.50
30 to 36 ins.	32.50
Spruce, Colorado Medium Blue, 24 to 30 ins.	30.00
30 to 36 ins.	37.50
3 to 4 ft.	57.50
4 to 5 ft.	75.00
Spruce, Colorado Green, 24 to 30 ins.	20.00
30 to 36 ins.	27.50
3 to 4 ft.	42.50
4 to 5 ft.	55.00
Spruce, Norway, 24 to 30 ins.	22.50
Spruce, Norway, 30 to 36 ins.	30.00
Taxus cuspidata, 15 to 18 ins.	27.50
18 to 24 ins.	37.50
24 to 30 ins.	52.50
Taxus cuspidata capitata, 15 to 18 ins.	27.50
18 to 24 ins.	37.50
24 to 30 ins.	52.50
Taxus hicksii, same sizes and prices as Taxus cuspidata capitata.	.....

Note: Write for prices on larger quantities of trees.

WAYNESBORO NURSERIES

WAYNESBORO, VIRGINIA

LINING-OUT STOCK

IN WIDE ASSORTMENT

Hardy Azaleas, Pink Dogwood, Japanese Red Maples, Old English Boxwood, Lilies (French Hyb.), Evergreens, etc., in 1, 2 and 3-yr. transplants, at competitive prices. Write for list.

DEERFIELD NURSERIES

DEERFIELD STREET P. O., N. J.

EVERGREENS

300 acres of choice Evergreens ready for immediate resale.

Write for list.

GARDNER'S NURSERIES, Inc.

ROCKY HILL, CONN.



*Patent
Number
2073695

Cash-and-carry business can be profitable in FALL, too, when you

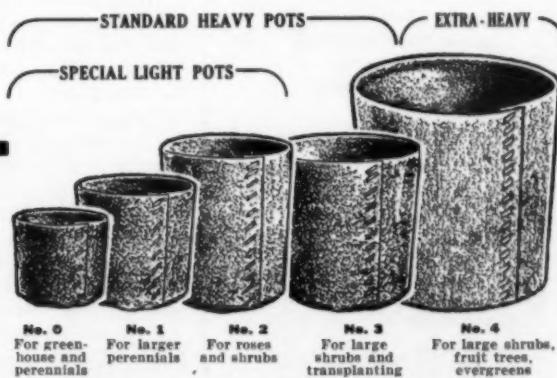
USE CLOVERSET* POTS

Pot Chrysanthemums and other fall-blooming perennials now, for more traffic in your nursery and extra profits with little work!

Easy and fast to handle in the potting shed, Chrysanthemums are perennial favorites everywhere and find a ready sale. Many nurserymen report that potted fall plants have brought them a good cash-and-carry business long after their usual selling season was past. Here's an idea that can work for YOU! Try it this year.

BE FORESIGHTED FOR SPRING — ORDER POTS NOW

A good stock of Cloverset Pots on hand, in all the sizes and weights you need, will speed up potting operations and help you get a head start on spring profits. Bleeding Hearts, Peonies, Oriental Poppies, Bluebells and other spring-blooming plants and bulbs can be potted profitably in the fall for early spring sale in full bloom, and, of course, you'll want to be ready to start potting your roses early in the spring. Check over your supply room now, and order the Cloverset Pots you need.



NOTE: FOR FASTER SERVICE,
the following firms now stock Cloverset Pots, and
we suggest you order from location nearest you.
Please check distributors' prices, which will be
F.O.B. their locations.

VAUGHAN'S SEED CO.
101 West Jackson Blvd.
Chicago 4, Illinois

**PORTLAND WHOLESALE
NURSERY CO.**
306 Southeast 12th Ave.
Portland, Oregon

A. H. HUMMERT SEED CO.
2746-48 Chouteau Ave.
St. Louis 3, Missouri

JACKSON & PERKINS CO.
Newark, N. Y.

GROWERS EXCHANGE, Inc.
Grand River and Drake Rd.
Farmington, Michigan

**MOORESTOWN
GARDENS, Inc.**
Moorestown,
Burlington County, N. J.

**N. J. FARM SUPPLY
COOPERATIVE ASSN., Inc.**
449 Market St.
East Paterson, N. J.

WILLIS NURSERY CO.
Ottawa, Kan.

**IF YOU HAVEN'T USED CLOVERSET POTS,
MAIL THIS COUPON TODAY FOR SAMPLE
SET AND FREE CLOVERSET POTTING GUIDE**

Cloverset Flower Farm, Dept. A
105th and Wornall Road
Kansas City 5, Missouri

Please send the following items prepaid. I enclose _____ c.

SAMPLE SET, all 8 sizes and weights,
at 50c.

FREE BOOK, "How to Sell Plants in
Cloverset Pots for Profits."

NAME _____

FIRM _____

ADDRESS _____

CITY and STATE _____



LINING-OUT STOCK

Two-year Grafts in:

Lilacs in Choice Varieties
(true-to-name)
Purple Beech Riversi
Red Japanese Maple
Wistaria Rosea (pink)

One-year Grafts in:

Koster Blue Spruce
Lilacs in Choice Varieties
(true-to-name)
Lilac, Firmament
(new Delphinium-blue)
Viburnum Carlesi

Two-year Transplants in:

Cotoneaster Divaricata
Euonymus Vegetus
Ilex Convexa (cuttings)
Taxus Cuspidata (spreading)
Taxus Hatfieldi

One-year Transplants in:

Forsythia Spring Glory (new)
Juniperus Hetzi
Juniperus Meyeri
Kolkwitzia Amabilis
(Beauty Bush), branched,
12 to 18 ins.

Magnolia Soulangeana
(grown from cuttings)

One-year Seedlings in:

Cornus Florida (white)
12 to 15 ins.

Prunus Maritima, strong,
6 to 9 ins.

SALABLE STOCK

DDT-treated to be shipped outside beetle area.

Taxus Cuspidata (spreading),
15 to 18 ins. and 18 to 24 ins.

Taxus Hatfieldi,
18 to 24 ins.

Ask for Complete List on LINERS and FINISHED STOCK. Your inspection is cordially invited at any time.

See our various ads in the classified section.

C. HOOGENDOORN

Turner Road • Newport, R. I.

PRIVET and BERBERIS

Splendid Stock

Write for Special Quotations

LESTER C. LOVETT
MILFORD DELAWARE

DWARF DECIDUOUS SHRUBS.

[Concluded from page 14.]

well with the alpine currant and dwarf cranberry bush. Their habit is so upright that these shrubs should be used in groups of three or more, or at a side or rear entrance. Dry soils are not problems to either nine-bark.

Caryopteris incana, the common bluebeard, and Caryopteris clandonensis, blue mist bluebeard, are somewhat top-tender plants of about two feet in height. The former bears lavender-blue flowers and the latter bright blue flowers, both blooming in the late summer and fall. They are more likely to be planted in perennial borders, but they are attractively used as low plants in the foundation planting on the side or toward the rear of the house because of their susceptibility to winter injury.

For a completely shady area Xanthorhiza simplicissima, yellow-root, does a good job as a hedge or a massed planting. It blends well with pachysandra in a foundation planting that is completely shaded. If the temperatures drop consistently to zero, trouble may be experienced. The height of this plant is about eighteen inches.

With its stiff, upright habit of two to two and one-half feet and its rose-red flowers, Spiraea bumalda Anthony Waterer certainly should be considered. It should be planted in sunny areas so that density will be encouraged. It is generally best used by itself as a hedge or in groups. When placed near a white fence or incorporated into the foundation planting of a white Cape Cod type of home, it complements the house.

Chaenomeles japonica, or Cydonia maulaei, lesser flowering quince, and its varieties rarely exceed two and one-half feet in height. It is rather loose and spreading in its appearance. Chaenomeles plants seem to combine well with Cotoneaster dielsiana.

Other deciduous plants, such as the more herbaceous hypericums, might well be added to the list. As I noted at the outset, this list is not long, but it does contain some fine dwarf plants that should be used in your landscape plantings. The suggested uses may be helpful or excite your thinking to other uses.

PAST PRESIDENT of the National Chrysanthemum Society, Charles L. Tyrrell, 94, Bedford avenue, West Englewood, N. J., is starting in the nursery business.

NORTHERN-GROWN LINING-OUT STOCK

	Per 100	Per 1000
1 to 2 ft.	\$ 6.00	\$50.00
2 to 3 ft.	8.00	70.00
3 to 4 ft.	25.00	225.00
4 to 6 ft.	40.00	360.00

Clethra alnifolia	6 to 12 ins.	6.00	54.00
Ilex verticillata	1 to 2 ft.	6.00	54.00

Syringa vulgaris	1 to 3 ft.	6.00	54.00
Viburnum cassinoides	1 to 2 ft.	6.00	54.00

EVERGREENS

Abies balsamea	4 to 8 ins.	4.00	36.00
	8 to 12 ins.	8.00	72.00

Thuja occidentalis	6 to 9 ins.	4.00	36.00
	6 to 12 ins.	5.00	45.00

Tsuga canadensis	4 to 8 ins.	4.00	36.00
	8 to 12 ins.	6.00	54.00

EVERGREEN TRANSPLANTS

Thuja occidentalis	6 to 9-in. trans.	2-yr.	8.00	72.00
	9 to 12-in. trans.	2-yr.	12.00	108.00

Tsuga canadensis	6 to 9-in. trans.	2-yr.	12.00	108.00
	9 to 12-in. trans.	2-yr.	18.00	162.00
	12 to 18-in. trans.	2-yr.	30.00	270.00

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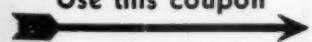


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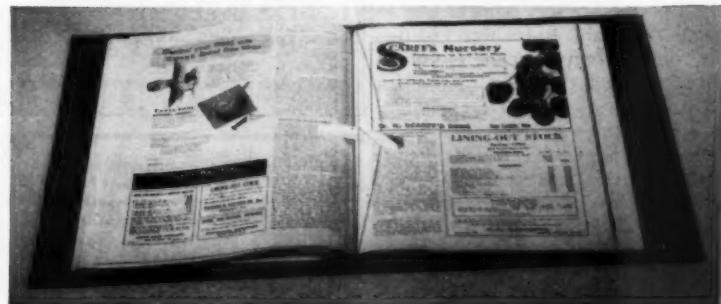
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Transplanting Small Trees

By Theodore F. Mathieu

In answer to a questionnaire from the department of horticulture at Ohio State University, Columbus, with reference to practices in the field for moving trees with 2 to 4-foot balls, the following data were submitted by fifty-three nurserymen and arborists. These operators were selected on a geographical basis ranging from Kansas City, Mo., to the east coast and as far south as southern Ohio and Pennsylvania. It was felt that the climatic factors of this area were comparable and also that they exerted a comparable influence on plants that would best grow in the climate of that area. The questions and a summary of the response are covered here in the same sequence as they appeared on the questionnaire.

In response to the question "How do you prefer to move trees with 2 to 4-foot balls with reference to ease of, and speed in, handling?", ninety-six per cent favored the B&B method; forty-four per cent, the platform method; forty per cent, wire or rope slings; twenty-two per cent, canvas or web belts for lifting and lowering, and two per cent, boxing with removable sides. The large percentage gave no answers because they had had no experience with a method or methods. Platform moving and removable sides were justifiable only when special circumstances required their use.

Other methods listed were: Dolly with rollers; tail-gate lifts; 2 and 3-wheeled carts with curved pan; clamshell shovels; tractor with shovel lift, and front-end lift on tractors. Also mentioned favorably were the Colmogen ball carrier and the tree carrier manufactured by the Garden Shop, Inc., Kansas City, Mo. In addition to these, the following have devised equipment which has proved satisfactory for their requirements for handling large numbers of 2 to 4-foot balls with ease and economy: Elmer Clavey, Inc., Highland Park, Ill.; Rock Creek Nursery, Rockville, Md.; Charles F. Irish Co., Cleveland, O.; LaBars' Rhododendron Nursery, Stroudsburg, Pa.; Hillenmeyer Nurseries, Lexington, Ky.; Harvey Bicknell, Chagrin Falls, O., and William Erdman, Omaha, Neb.

"What method do you use for lifting from hole to truck and lowering from truck to hole?" was the second question. Sixteen operators

favorable some type of tree mover. The others used a winch for power with a tripod and boom, or simply pulled the trees about on some sort of platform on skids or rollers. The tree movers are used for heavy lifting of such things as stumps and logs, in addition to moving trees. The winch as a source of power is universal in its demand and use.

Most men who had tried using an arm on or anchored at the side or rear of a truck or trailer felt this method was too slow and too cumbersome to be commercial.

The front-end hydraulic lift was decidedly unpopular. On the other hand, the hydraulic tailboard lift was widely used and was even much in favor with those who did not have one of their own to use.

Chain hoists were considered too slow for economical operation. Only two of the operators answering felt

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that they had any positive value at all.

The majority favored installation of a permanent hoist or winch on a truck and powered with a power take-off unit because it may be adapted for many other uses, is faster when moving trees with 4 to 6-foot balls and saves much labor cost. Others expressed their preferences for a tree mover, a winch with rollers and a small hand winch as better for trees with 2 to 4-foot balls.

Thirty-seven felt that there was much to be gained by using hand-pushed or trailer-type carts for the following reasons: One can get to inaccessible spots with less injury to surroundings; they are better for handling 2 to 2 1/2-foot balls, make for less handling of materials and are more economical than power equipment.

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(The seeds from which these trees were grown were hand-picked from blue trees in Colorado.)

	Per 100	Per 1000
8000 4-yr., T close (2-2), 3 to 6 ins.	\$13.00	\$65.00

PICEA EXCELSA. Norway Spruce.

36,000 4-yr., T close (2-2), 4 to 8 ins.	9.00	45.00
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PINUS BANKSIANA. Jack Pine.

8000 4-yr., T close (2-2), 8 to 14 ins.	6.00	30.00
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PINUS MONTANA MUGHUS. Mugho Pine.

21,000 4-yr., T close (2-2), 2 to 5 ins.	9.00	45.00
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PINUS NIGRA. Austrian Pine.

12,000 4-yr., T close (2-2), 6 to 10 ins.	7.00	35.00
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PINUS RESINOSA. Red or Norway Pine.

7000 4-yr., T close (2-2), 6 to 10 ins.	7.00	35.00
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PINUS STROBOS. White Pine.

(This White Pine is grown in a sanitary nursery where Ribes have been eradicated by the U.S.D.A.)

16,000 4-yr., T close (2-2), 3 to 6 ins.	7.00	35.00
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PSEUDOTSUGA DOUGLASI. Douglas Fir.

7000 4-yr., T close (2-2), 5 to 8 ins.	9.00	45.00
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THUJA OCCIDENTALIS. American Arborvitae or White Cedar.

12,000 4-yr., T close (2-2), 4 to 10 ins.	9.00	45.00
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EXPLANATION OF PRICE LIST: "T close" indicates close transplants. That is the result of small 2-year seedlings that have been root-pruned and transplanted close together and grown for two years. (2-2): The first number indicates the number of years in the seedbed; the second number indicates the number of years in the transplant bed.

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ment, and the initial cost of the equipment is low.

Six men opposed the use of such equipment because it is difficult to handle a 3-foot ball or larger with such equipment and because men rebel at pushing or hauling and prefer a small piece of power equipment.

The consensus was that the practice of moving bare-rooted those trees usually requiring a 2 to 4-foot ball was fine if the proper precautions were taken, for then the per cent of loss would still be relatively low.

In answer to the question "Do you feel that such trees moved bare-rooted as compared with balled trees would have as great a chance of survival if proper precautions were tak-

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Norway Spruce, 3-2, 4 to 8 ins.	7.00	50.00
Norway Spruce, 3-0, 6 to 12 ins.	6.00	35.00
Norway Spruce, 3-0, 3 to 6 ins.	4.00	25.00
Black Hills Spruce, 3-2, 6 to 9 ins.	15.00	140.00
Black Hills Spruce, 3-2, 4 to 6 ins.	8.50	75.00
White Spruce, 3-2, 8 to 12 ins.	10.00	80.00
White Spruce, 3-2, 4 to 8 ins.	6.00	45.00
Mugho Pine, 2-2, bed run.	10.00	80.00
White Pine, 2-2, 3 to 8 ins.	10.00	85.00
Ponderosa Pine, 3-0, 6 to 12 ins.	8.50	65.00
Norway Pine, 2-0, bed run.	5.00	30.00
Banks Pine, 2-0, bed run.	4.00	20.00
American Arborvitae, 2-2, 4 to 8 ins.	6.00	40.00
American Arborvitae, 2-0, 2 to 6 ins.	4.00	20.00
Douglas Fir, 2-2, 6 to 10 ins.	9.00	75.00
Douglas Fir, 3-0, 3 to 6 ins. (Snowy Mt. variety)	6.00	35.00
Taxus from seeds, 1-2, bed run.	15.00	
European Mountain Ash, 2-2, 6 to 12 ins.	7.00	50.00
White Birch, 2-1, 6 to 12 ins.	9.00	75.00
White Birch, 3-0, 8 to 16 ins.	7.00	50.00

SCOTCH PINE SEEDLINGS

	Per 100	Per 1000
Scotch Pine, 2-0, 3 to 8 ins.	\$5.00	\$30.00
2500 or more, \$28.00 per 1000.		
Scotch Pine, 2-0, 1 to 3 ins.	3.50	20.00
4000 or more, \$18.00 per 1000.		

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en?" seventeen felt that it would be a safe practice, while twenty-seven felt that it would entail too much risk. The percentage survival would be too low, and the effect of such loss would antagonize clients. Some of the answers stated that the response of different species, climatic factors, best time of moving and type of root system with reference to the best method of handling must be considered when any tree is to be moved, especially bare-rooted. A large majority felt that one could not move trees of 2 to 4-inch caliper bare-rooted with safety in the summer, but four men felt that it could be done if the proper precautions were taken to prevent desiccation of roots and crown before, during and after moving.

TREE-PLANTING COSTS.

Eight articles on the cost and use of tree-planting machines were presented in the June issue of Tree Planters' Notes issued by the United States forest service. In one of these a consulting forester at New York estimated the cost of planting 720,000 trees, 86,000 of them hand-planted and the rest machine-planted, in the spring of 1950 at \$3.73 per thousand. Areas planted ranged from one to thirty acres, and the maximum distance from headquarters was 115 miles. Tree-planting machines were used, and the cost included care of the machines, labor, office overhead, conferences and tree-planting inspection.

With Lowther tree planters, the Roane-Anderson Co., Oak Ridge, Tenn., as agent for the Atomic Energy Commission, has planted nearly 3,000,000 tree seedlings since 1947. It cost \$7.20 per thousand to machine plant 1,282,000 trees in 1948, but it cost \$11.50 per thousand to plant 251,000 trees in 1951, mainly because of the increased cost of labor and equipment. Hand-planting costs rose from \$14.20 per thousand for 718,000 trees in 1948 to \$19.70 per thousand for 999,000 trees in 1951. Planting costs for the period 1947 to 1951 averaged \$8.90 per thousand for machine planting and \$17.90 per thousand on hand planting. Costs include labor, equipment operation and maintenance and overhead. The average planting rate was 3,300 trees per man-day, with machines using a 3-man crew, and 900 trees per man-day, using hand-planting labor, with a 14-man crew.

A jeep-powered Lowther planter was used in ten shelterbelt planting

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	Per 100	Per 1000		Per 100	Per 1000		Per 100	Per 1000
<i>Aronia arbutifolia.</i>			<i>Cydonia japonica.</i>			<i>Spiraea Anthony Waterer.</i>		
18 to 24 ins.	\$42.50	\$400.00	18 to 24 ins.	\$32.50	\$300.00	18 to 24 ins.	\$37.50	\$350.00
2 to 3 ft.	52.50	500.00	2 to 3 ft.	47.50	450.00	24 to 30 ins.	47.50	450.00
<i>melanocarpa.</i>			3 to 4 ft.	57.50	500.00	<i>freebicolor.</i>		
18 to 24 ins.	42.50	400.00	2 to 3 ft.	42.50	400.00	18 to 24 ins.	27.50	250.00
2 to 3 ft.	52.50	500.00	3 to 4 ft.	52.50	500.00	24 to 30 ins.	27.50	250.00
<i>Callicarpa purpurea.</i>			<i>Deutzia</i> <i>Pride of Rochester.</i>			<i>thunbergii.</i>		
18 to 24 ins.	32.50	300.00	2 to 3 ft.	42.50	400.00	18 to 24 ins.	27.50	250.00
2 to 3 ft.	42.50	400.00	3 to 4 ft.	52.50	500.00	24 to 30 ins.	37.50	350.00
<i>Calycanthus floridus.</i>			<i>Forsythia</i> <i>fortunei.</i>			30 to 36 ins.	47.50	450.00
18 to 24 ins.	42.50	400.00	2 to 3 ft.	42.50	400.00	<i>Symporicarpus racemosus.</i>		
2 to 3 ft.	52.50	500.00	3 to 4 ft.	52.50	500.00	18 to 24 ins.	25.00	220.00
3 to 4 ft.	65.00	600.00	<i>intermedia spectabilis.</i>			2 to 3 ft.	30.00	275.00
<i>Clethra alnifolia.</i>			2 to 3 ft.	42.50	400.00	<i>vulgaris.</i>		
18 to 24 ins.	42.50	400.00	3 to 4 ft.	52.50	500.00	18 to 24 ins.	22.50	200.00
24 to 30 ins.	52.50	500.00	<i>Lonicera</i> <i>bella albida.</i>			2 to 3 ft.	27.50	250.00
30 to 36 ins.	62.50	600.00	2 to 3 ft.	37.50	350.00	<i>Weigela</i> <i>Candida.</i>		
<i>Cornus amomum.</i>			3 to 4 ft.	47.50	450.00	2 to 3 ft.	37.50	350.00
2 to 3 ft.	37.50	350.00	<i>fragrantissima.</i>			3 to 4 ft.	47.50	450.00
3 to 4 ft.	47.50	450.00	2 to 3 ft.	37.50	350.00	<i>Eva Ratke.</i>		
<i>sanguinea.</i>			3 to 4 ft.	47.50	450.00	2 to 3 ft.	52.50	500.00
18 to 24 ins.	25.00	225.00	<i>Philadelphus coronarius.</i>			3 to 4 ft.	65.00	600.00
2 to 3 ft.	37.50	350.00	18 to 24 ins.	30.00	275.00	4 to 5 ft.	75.00	—
<i>stolonifera.</i>			2 to 3 ft.	37.50	350.00	<i>floribunda.</i>		
18 to 24 ins.	25.00	225.00	3 to 4 ft.	47.50	450.00	2 to 3 ft.	42.50	400.00
2 to 3 ft.	37.50	350.00	<i>Physocarpus opulifolius.</i>			3 to 4 ft.	52.50	500.00
3 to 4 ft.	47.50	450.00	18 to 24 ins.	37.50	350.00	<i>nana variegata.</i>		
<i>stolonifera flaviramea.</i>			2 to 3 ft.	47.50	450.00	18 to 24 ins.	32.50	300.00
18 to 24 ins.	25.00	225.00	3 to 4 ft.	47.50	450.00	2 to 3 ft.	42.50	400.00
2 to 3 ft.	37.50	350.00	<i>opulifolius aureus.</i>			<i>rosea.</i>		
<i>sibirica alba.</i>			2 to 3 ft.	37.50	350.00	2 to 3 ft.	37.50	350.00
18 to 24 ins.	25.00	—	3 to 4 ft.	47.50	450.00	3 to 4 ft.	47.50	450.00
2 to 3 ft.	37.50	—						

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demonstrations put on by the state college extension service in various parts of South Dakota in the spring of 1949. It cost approximately \$5.74 per acre to plant trees on these projects. Inexperienced help was used, but labor was figured at the prevailing rate of \$1 an hour.

The North Carolina division of forestry furnishes tree-planting machines on a rental basis. A charge of \$4.50 per acre, based on 1,000 trees, is charged a landowner for the use of machine and operator, and recently the division has experimented with renting the machine alone for \$3 an acre.

In the July 15 issue of the American Nurseryman was published an article on tree-planting machines, and a list of these machines now commercially available in the United States and Canada has been compiled and is available for the asking from the United States forest service regional offices or its main office at Washington, D. C.

HAVING sold his share in Maplehorst Farm Nursery, Monticello, N. Y., to his son, Walter, George Rapp is opening North Star Nursery at Ohio, N. Y., where he moved after his recent marriage.

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Tree Maintenance

By Noel Wysong

DORMANT SPRAY FOR APHIS.

Aphis eggs on trees may be destroyed by applying dinitro sprays during the late autumn and winter, according to Dr. F. L. Gambrell, entomologist at the New York agricultural experiment station, Geneva. Eight to ten ounces of the actual toxicant in 100 gallons of water is the recommended dosage. Application of the spray material should be delayed until the egg-laying period is over and the tree buds are fully dormant.

N. W.

ANT CONTROL IN LAWNS.

Ants in a fine lawn are a nuisance at best. Often they become so numerous and cause so much damage to the turf that they merit classification as a destructive pest. While many arborists may feel that ant control is somewhat outside their proper field of activities, the rendering of such extra service often leads to more and larger orders for tree work. And ridding lawns of ants is not a difficult operation, as the following control measures will show.

Of the various chemicals presently available that may be used to kill ants, Chlordane is probably the most effective and the safest. There are several methods of application. If the individual anthills are treated, a small amount of fifty per cent wettable powder may be placed in the center of the hill and thoroughly watered in with a sprinkling can or hose. One-eighth of a teaspoonful has been suggested as the correct amount for each anthill. Equally effective results may be secured by adding one ounce of Chlordane per gallon of water and applying the mixture in a solid stream to the anthill by means of an ordinary garden-type sprayer. Dusting Chlordane over and around the hill also produces a good kill of the ants. Two to three per cent strength is usually advocated.

If the entire lawn is to be treated, four to eight ounces of Chlordane fifty per cent wettable powder in seventy-five to 100 gallons of water should be applied per thousand square feet of area. It has been suggested that after this treatment, the lawn should be watered with clear water at the rate of fifty to sixty gallons per thousand square feet of

area. Spraying is said to prevent reinfestation for a period of three to eight weeks.

N. W.

STUMP SPROUT CONTROL.

Results obtained from the use of several formulations of 2,4-D and 2,4,5-T to kill blackjack oaks, two to ten inches in diameter, are reported by the southern forest experiment station, New Orleans, La., as follows:

Applied in notches or cups at the base of the tree, isopropyl ester of 2,4-D killed ninety-two per cent of the tree crowns without basal sprouting; butyl ester of 2,4-D killed eighty-two per cent, and ammonium sulphate killed 100 per cent of the crowns. About ten per cent of the



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All chemicals were applied during May, and the results were tabulated four months later. Although only oaks were involved in these experiments, it is probable that results of applying these chemicals to other tree species would be similar.

N. W.

NEGLECT OF KNOWN PESTS.

It is axiomatic that an event, a circumstance or condition must be spectacular to make the headlines. Leaf through the pages of almost any magazine or periodical published for popular consumption during the past several months, and the chances are good that you will find one or more articles on oak wilt, Dutch elm disease, elm phloem necrosis, spruce

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budworm or some other malady that currently is dealing sudden and widespread death to trees. From the viewpoint of those who are vitally concerned with controlling such outbreaks, publicity often is desirable. For without it, all too often the funds necessary to institute measures directed toward establishing control would not be forthcoming.

However, when such epidemics are brought so forcibly to the attention of the public, the individual tree owner is prone to forget that tree injury, even death, can result from less publicized causes. Such diseases as verticillium wilt, dothiorella die-back and wetwood, and such insects as scurfy scale, cankerworm and tent caterpillar seldom receive mention outside the covers of books or journals written for professional use. Yet the total tree damage resulting from such prosaic ailments as these probably amounts to at least as much as that caused by the more spectacular tree troubles. The arborist well knows this fact, and he should consider it to be a part of his vocational duties to make his clients equally well aware of it.

Of course, it is well for any tree owner to know something of the currently disastrous tree troubles in order that he may take appropriate action if such ailments should appear in his community. But it is as fully important, perhaps even more so, that he realize that commonplace ailments can also injure and kill trees, for the latter are nearly as inevitable as death and taxes. Moreover, most of them are reasonably easy to control if the necessary treatments are applied at the proper time.

Admirably illustrating the too frequent public attitude is this case: The caretaker of a large tract that contained a great many elms was voluble in expressing his relief when informed, following a thorough inspection of the area, that there was no evidence of either Dutch elm disease or elm phloem necrosis. But when it was pointed out to him that his trees were visibly suffering from an extremely severe infestation of scale insects, he received the information casually. Nor did he exhibit any concern when a number of dangerously weak, narrow-angled branch crotches were called to his attention despite the fact that several trees in the tract had been all but destroyed as a result of the combination of weak crotches and ice storms.

One is forced to wonder whether a tree is any less dead when it is killed by some well known ailment than when it is destroyed by some

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virulent and little understood disease. For the good of the public and the trees, perhaps the commonplace tree troubles should be given publicity equal to that accorded the more spectacular ailments.

N. W.

INSECT-CAUSED ODDITIES.

All sorts of insects live on and in the leaves of shade trees. Some make holes in the leaves or suck the sap from the tissues, meanwhile remaining comparatively inconspicuous. Through some peculiarity of nature, others cause the development of oddly shaped growths, or a crazy-quilt pattern of streaks, spots and blotches on the leaf surface. Since the unusual always attracts attention, inquiries as to cause and effect can be expected from the homeowner when he notices such on his trees.

One peculiar growth is found abundantly on maple leaves, particularly on those of the silver maple, *Acer dasycarpum*. In the early summer, green, wartlike protuberances, which are about one-eighth inch in diameter and which stand upright on the upper surface of the leaves, develop. On a single leaf there may be so many of these growths that curling and partial deformation results. As summer advances these

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5000 <i>Euonymus coloratus</i> , 2-yr., field35
500 <i>Hydrangea Arb., Gr.</i> , 18 to 24 ins., heavy, single stem15
10,000 <i>Kolkwitzia amabilis</i> , 12 to 15 ins.15
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growths, which are known as leaf galls, usually become bright red in color, and finally turn black. The galls are caused by tiny mites which live inside the gall structure during the summer months and spend the winter on the bark of the host tree.

Even severe infestations of these mites seem to cause little damage to the tree, aside from making the foliage unsightly. A dormant spray consisting of one part concentrated lime-sulphur solution in ten parts of water is a standard control. It seems probable that some of the new acaricides developed from DDT analogues could be applied effectively against this mite.

On the leaves of elm trees there are frequently found growths which are commonly known as cockscomb galls, because of their resemblance to the comb of a barnyard rooster. When fully grown these swollen galls may be an inch or more in length and three-quarters of an inch in height. Like a rooster's comb, the top is irregularly toothed, the serrations extending downward and tending to separate the body of the gall into more or less distinct segments. In the early summer the galls are green and occasionally tinged with reddish-colored streaks. Later in the season they become dry and shriveled, turn brown or black and crack open.

The cockscomb gall is caused by the aphid, *Colopha ulmicola*. These insects overwinter in the form of eggs secreted in the bark crevices of elm trees. Hatching occurs in the early spring before the leaves are fully developed, and the young crawlers move to the foliage and begin feeding by sucking the sap. The gall begins developing and enclosing the young aphid as soon as feeding starts. The aphid reaches maturity inside the gall and there bears living young. Hence, if a gall is cut open while it is still green, a great mass of bluish-gray aphid usually will be found. Like many aphid these are producers of honeydew, which seeps out of the galls, coats any object on which it drips with a hard glaze, and attracts flies and other insects.

It is said there are six generations of this aphid annually, the first, second and third being produced on the tree and the fourth migrating to nearby grassy areas, where the fifth and sixth generations are produced. The sixth migrates back to elm trees and lays the overwintering eggs. Generally advocated controls include hand-picking the galls while they are still small and spraying with nicotine sulphate at the rate of one-

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Niagara. 1-yr., No. 1.....	1.35	11.00	90.00			Early Harvest. Transplants	7.50	65.00
Catawba. 2-yr., No. 1.....	1.65	13.50	110.00			Early Harvest. No. 1, R.C.	5.50	45.00
Catawba. 1-yr., No. 1.....	1.35	11.00	90.00			Ebony King (New). Transplants	17.50	150.00
Fredonia. 2-yr., No. 1.....	1.65	13.50	110.00			Ebony King (New). No. 1, R.C.	12.00	100.00
Fredonia. 1-yr., No. 1.....	1.35	11.00	90.00					
Delaware. 2-yr., No. 1.....	2.00	17.00	140.00					
Delaware. 1-yr., No. 1.....	1.65	13.50	110.00					
Caco. 2-yr., No. 1.....	2.10	18.00	150.00					
Caco. 1-yr., No. 1.....	1.45	12.00	100.00					
Van Buren. 2-yr., No. 1.....	3.60	30.00	250.00					
Van Buren. 1-yr., No. 1.....	2.20	18.00	150.00					
Portland. 2-yr., No. 1.....	2.00	17.00	140.00					
Portland. 1-yr., No. 1.....	1.65	13.50	110.00					
CURRENTS						RED RASPBERRIES		
Wilder. 2-yr., heavy.....	1.80	15.00	130.00			Latham. Transplants	9.00	80.00
Wilder. 2-yr., No. 1.....	1.45	12.00	100.00			Latham. 1-yr., No. 1.....	7.50	75.00
Wilder. 1-yr., No. 1.....	1.00	8.00	60.00			Chief. Transplants	8.00	70.00
Red Lake. 2-yr., No. 1.....	1.95	16.00	140.00			Chief. 1-yr., No. 1.....	7.00	60.00
Red Lake. 1-yr., No. 1.....	1.45	12.00	100.00			Sunrise. Transplants	8.50	75.00
RED RHUBARB						Sunrise. 1-yr., No. 1.....	7.00	60.00
Canada Red. No. 1 divisions.....	4.80	40.00	350.00			Indian Summer. Transplants	9.50	85.00
McDonald. No. 1 divisions.....	3.60	30.00	250.00			Indian Summer. 1-yr., No. 1.....	8.00	70.00
HORSE-RADISH						St. Regis. Transplants	7.00	60.00
Cuttings. 4 to 5 ins.....	.50	3.00	20.00			St. Regis. 1-yr., No. 1.....	6.00	50.00
Whole Roots.....	.75	5.50	45.00					
BLUEBERRIES						BLACK RASPBERRIES		
Prices of Rancocas, Rubel, Jersey	Per	Per	Per			Cumberland. No. 1, tips.....	5.00	40.00
	Each	10	100	1000		Logan. No. 1, tips.....	5.00	40.00
2-yr., 9 to 12 ins., bearing age.....	\$0.40	\$3.50	\$32.50	\$300.00		Morrison. No. 1, tips.....	5.50	42.50
3-yr., 12 to 18 ins., bearing age.....	.55	5.00	47.50	450.00				
4-yr., 18 to 24 ins., bearing age.....	.75	7.00	67.50	650.00				
GOOSEBERRIES			Per 10	Per 100		PURPLE RASPBERRIES		
Downing. 2-yr., No. 1.....	\$4.00	\$35.00				Sodus. Transplants.....	11.00	100.00
Houghton. 2-yr., No. 1.....	3.00	25.00				Sodus. No. 1, tips.....	6.50	55.00
DEWBERRIES								
						Lucretia. Transplants.....	7.50	65.00
						Lucretia. No. 1, R.C.....	5.00	40.00
ASPARAGUS								
						Paradise and Washington		
						2-yr., heavy.....	4.00	30.00
						2-yr., No. 1.....	2.50	20.00
						1-yr., No. 1.....	2.00	15.00
Whole Roots								
						VICTORIA RHUBARB		
						1 1/2-in. and up.....	8.00	75.00
						1 to 1 1/2-in.....	5.50	50.00
						1/2 to 1-in.....	4.00	35.00
						1/4 to 1/2-in.....	3.00	25.00

Write for Special Quotations on Quantity Lots.

HYBRID LILACS

After several years of short supplies, we are again offering a very good list of lilacs in a wide assortment of varieties in sizes from 18 inches to 4 feet.

Write for a copy of our Fall Wholesale Price List.

Wholesale growers of a complete assortment of ornamentals for the best landscape plantings.

BRYANT'S NURSERIES

PRINCETON ILLINOIS

J. H. SKINNER & CO. NURSERY

Topeka, Kansas

Wholesalers of:

2-year Apple, Cherry and Pear
1-year Cherry, Peach and Plum
Miscellaneous Ornamentals

Write for our reasonable prices.

We are proud of our grade and quality of stock.

HOBBS

Fall, 1951 - Spring, 1952.

Thurlow Weeping Willow, Lombardy Poplar, Silver Maple, Norway Maple and B.D.F. Crab.

*

Evergreens, Shrubs, Peonies, Apple, Peach, Pear, Plum, Cherry and Apricot. 100,000 1-yr. Montmorency.

*

Oldest Nursery in Indiana. Established 1875.

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BRIDGEPORT, IND.

NO-DRI PROTECTIVE WAX EMULSION

Spray, paint or dip transplanted trees and shrubs to reduce loss of moisture and winter wind burn. 55-gal. drum.....\$63.25 5-gal. drum.....\$7.00 30-gal. drum.....\$36.00 1-gal. can.....\$3.00

RABBIT REPELLENT

Protect young nursery stock. Nonpoisonous. Applied by spraying or painting. 30-gal. drum.....\$63.00 5-gal. drum.....\$11.50 1-gal. can.....\$3.00

BORER REPELLENT

Dogwood and many other ornamental trees should be protected from borer damage. Nonpoisonous. Simply brush it on as directed. 30-gal. drum.....\$63.00 5-gal. drum.....\$11.25 1-gal. can.....\$3.00

C. P. O. INSECTICIDE

Used extensively for twenty years to control scale insects, red spider, tent bugs, aphids on ornamental nursery stock. Safe for summer use. 55-gal. drum.....\$77.00 5-gal. drum.....\$9.25 30-gal. drum.....\$45.00 1-gal. can.....\$3.25

All prices F.O.B. Philadelphia, Pa.

CRYSTAL SOAP & CHEM. CO., Inc.
6300 State Road, Philadelphia 35, Pa., Dept. AN.

VIBURNUM OPULUS STERILE

Common Snowball.

For 100 Per 1000
Field-grown, 6 to 8 ins., \$12.50 \$100.00
Rooted cuttings, well rooted, ideal for potting and lining out
next spring 9.00 85.00

Cash, please. No packing charges. Satisfaction guaranteed.

PRITCHARD NURSERIES
Rt. 4 OTTAWA, KAN.

FOR PROMPT ACTION

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GROWERS EXCHANGE, Inc.
P. O. Box 264 FARMINGTON, MICH.

AMERICA'S BEST SOURCE

FOR

HARDY PLANTS

WRITE FOR TRADE LIST

Wayside  Gardens

or as pupae safely enclosed in a silken-covered case attached to the inner leaf cells. The adult is a small, winged moth which makes its appearance in the spring shortly after the foliage develops.

Heavy infestations of leaf miner on oaks undoubtedly serve to retard the process of photosynthesis and may reduce the vitality of the tree. Possibly, severe attacks repeated over successive years might cause considerable injury. However, severe and repeated infestations seem to be uncommon. Unfavorable weather conditions, predator insects, birds and other natural influences usually serve to keep the population of this insect at more or less normal levels.

Since the leaf miner spends the winter either as larvae or pupae inside the mined leaf, raking up and burning the infested leaves in the late autumn is an acceptable means of control. A spray consisting of one-half pint of nicotine sulphate and three pounds of powdered soap mixed in fifty gallons of water, applied when the mines first begin to appear, is said to aid in establishing control. Both Lindane and Chlordane have been reported as highly effective when used to combat other species of leaf miner. It is probable that these or others of the newer insecticides would be effective also against the oak leaf miners.

The two gall-producing insects and the oak leaf miners discussed here seldom, if ever, cause enough damage to justify concern for the life of the host tree, but often they induce questions that the tree owner wants answered. If the arborist is able to give the answers and, in addition, actually reveal the source of the trouble by opening one or two of the galls or mined leaves and pointing out the insect responsible, he immediately increases in stature in the eyes of his client. N. W.

FORMERLY employed for four and one-half years at Cedarhurst Nurseries, Inc., East Providence, R. I., Antonio Furtado is starting Boxwood Nurseries at 2779 Warwick avenue, East Providence, R. I.

AFTER completing the greenhouse begun the past year on his property at 314 Milburn avenue, Lyndhurst, N. J., and having received a nursery license, John F. Tomasetti has opened Lyndhurst Floral Gardens. Mr. Tomasetti was formerly in the horticulture department at the New Jersey agriculture and experiment station, New Brunswick.

THE COTTAGE GARDENS

Nick I. W. Kriek — Harold E. Hicks
LANSING 15, MICH.

Our 28th Year

EVERGREENS, L. O. and finished.
(Potted Liners a specialty)

PEONIES, Herbaceous and Tree.

SHRUBS, Liners and Finished.

Send us your want list.

NORTHERN-GROWN STOCK

Evergreen Liners

Specimen Evergreens

Ornamental Shrubs

Fruit Trees

Plum Seedlings

(Prunus Americana)

Philadelphus Minnesota Snowflake
(Plant Patent No. 538).

Send for list.

J. V. BAILEY NURSERIES
ST. PAUL 6, MINNESOTA

COMPLETE ASSORTMENT OF

Evergreens, Fruit Trees, Shade
Trees, Roses and Lining-out Stock.

Write for complete list.

ONARGA NURSERY CO.
ONARGA, ILL.

100 PFITZERS

42 to 54 ins., heavy, sheared specimens.
\$6.00 each.

NOLLAU NURSERIES
2012 West Blvd. BELLEVILLE, ILL.

WANTED

CHRISTMAS TREES, LIVE OR CUT.
BLUE SPRUCE, NORWAY SPRUCE,
SCOTCH, AUSTRIAN and RED PINE.
Must be full and well shaped. Quotes
supply and price.

BROADVIEW NURSERY CO.
6138 Broadview Rd. CLEVELAND 9, OHIO

BURTON'S
HEADQUARTERS FOR
EVERGREEN GRAFTS, TRANSPLANTED
EVERGREENS, SHRUB LINERS.
RARE ITEMS YOU DO NOT
FIND IN MOST LISTS!
Write!
HILLTOP NURSERIES
CASSTOWN, OHIO

NOW BOOKING FOR FALL

Delivery 1951

Amur River Privet.	Per 1000
24 to 30 ins., heavy	\$140.00
Lodense Privet, 12 ins.	160.00
Cotoneaster acutifolia.	
2 to 3 ft.	350.00
Euonymus coloratus.	
2-yr. No. 1	300.00
Flowering Almond.	2 to 3 ft.
450.00	
Forsythia spectabilis.	
3 to 4 ft.	400.00
Kolkwitzia amabilis.	
18 to 24 ins.	400.00
3 to 4 ft.	550.00
Snowberry.	2 to 3 ft.
300.00	
Spiraea vanhouttei.	3 to 4 ft.
350.00	
Tamarix africana.	3 to 4 ft.
400.00	
Philadelphus virginalis.	
3 to 4 ft.	550.00
Red Lake Currant.	2-yr. No. 1
200.00	

FANCHER'S NURSERY
STURTEVANT, WIS.**HARDY PHLOX**

26 varieties

BLEEDING HEARTS

Dicentra spectabilis

Michigan's finest.

Trade list on request.

FLOR-ACRES
BRIDGMAN, MICH.**LINING-OUT TAXUS**

MANY VARIETIES

Write for List.

**EAGLE CREEK**
NURSERY CO.

NEW AUGUSTA, INDIANA

RED PEONIES

Pay most profits. 90 per cent of the demand is for red varieties. They bring the largest retail prices. Here are 3 best reds:

Karl Rosefield—crimson.
Mons. Martin Cahuzac—darkest red.
Longfellow—bright red.
Divisions, \$5.00 per 10; \$40.00 per 100;
\$350.00 per 1000.

Terms: Cash with your order, please.

PAYNE DAHLIA FARMS
ROUTE 5
KANSAS CITY 3, KAN.

PEONIES **IRISES**
DAY LILIES **POPPIES**
 ALL YOUNG-GROWN STOCK
 PROMPT SERVICE
 Send for Wholesale Prices.
C. F. WASSENBERG
 4½ Miles East on U.S. 30
 VAN WERT, OHIO
 "The Peony City"

**RULES KANSAS NURSERY
MUST SELL NONPROFIT.**

Harold R. Fatzer, attorney general of Kansas, ruled September 25 that the Fort Hays experiment station, Hays, Kan., may not offer nursery stock for sale unless the stock has been produced as a by-product of research and the sales are made without profit.

The ruling of the attorney general brings to a successful close the fight waged by the Kansas Association of Nurserymen against the state nursery operated by the experiment station. For more than twenty years the nursery has been growing and selling stock at low prices in competition with the nursery industry of the state.

The experiment station is under the direction of the state college of agriculture at Manhattan. In 1950 the Kansas Association of Nurserymen filed a formal protest with the college objecting to its competition and pointing out that the nursery industry was well prepared to supply the nursery stock needs of the state. As a result, the college announced it would discontinue the production and sale of nursery stock in June, 1951.

In the meantime the matter had become a political issue. One of the candidates for governor curried favor among the farmers by stating that the nurserymen were a selfish lot and that he was in favor of the state's selling nursery stock to farmers at low prices.

This candidate was defeated, but the issue was not dead. Unknown advocates of the state nursery quietly introduced into the legislature a resolution directing the state experiment station at Hays to continue the production and sale of nursery stock until 1954. This resolution had passed the lower house of the legislature before the nurserymen were aware of it. By quick action they managed to secure a hearing before the agricultural committee of the senate, presenting a strong case. In spite of this, the senate went ahead and passed the resolution.

Passed also by both houses was another resolution instructing the Kansas legislative council, an official research group, to study the nursery stock needs of the state as well as the necessity for state production and distribution.

The agricultural committee of the legislative council invited the Kansas Association of Nurserymen to present its case at a recent hearing. At this hearing the nurserymen ques-

NORTHERN-GROWN STOCK

Seedlings—Transplants

4-yr. Transplants

Black Hills Spruce	Per 100 Per 1000
8 to 10 ins.	\$15.00 \$140.00
6 to 8 ins.	12.00 110.00
4 to 6 ins.	8.00 75.00

Colorado Blue Spruce	Per 100 Per 1000
8 to 10 ins.	18.00 160.00
6 to 8 ins.	15.00 130.00
4 to 6 ins.	12.00 100.00

American Arborvitae	Per 100 Per 1000
12 to 15 ins.	15.00 125.00
10 to 12 ins.	12.00 110.00
6 to 10 ins.	8.00 75.00

3-yr. Seedlings

American Arborvitae	3.50 30.00
Black Hills Spruce	4.50 40.00

Colorado Blue Spruce	4.00 35.00
Norway Spruce	3.50 30.00

Scotch Pine	3.50 30.00
Large assortment of 2-yr. seedlings.	

Write for price list and special prices on 5000 or 10,000 lots.

Satisfaction Guaranteed.

J. R. Palmer & Son
BLACKDUCK, MINN.**DO YOU NEED . . .**

Flowering Shrubs

Shade Trees

Evergreens

Lining-out stock

Phlox or Peonies

Apples or Plums

Perennials

Plum Seedlings

If so, please write for copy of our new wholesale price list.

SHERMAN NURSERY CO.
CHARLES CITY, IOWA**GLADIOLUS BULBS**

We grow three to four million Glads per year, and bouquet sales take care of half our annual payroll. We will be happy to send you one of our catalogs. Drop us a card.

VENNARD'S NURSERY
Box 384-N
SIOUX CITY, IA.**HENRY NURSERIES**

Ingels Bros.

HENRY, ILL.

Growers of General Nursery Stock.

See Evergreens in classified.

Visitors Welcome.

SPECIMEN HEMLOCKS

3 to 5½ ft.

SUNNYVIEW NURSERIES

Geo. Colmogen

PERRY, OHIO

Rt. 84

EVERGREEN LINERS

Field-grown liners, dug fresh for shipments. Shipped bare-rooted, packed in moss. Priced F.O.B. McMinnville, Tenn. 2 per cent discount when cash accompanies the order.

	Per 100	Per 100	
<i>Arborvitae, Chinese,</i> tr., 8 to 12 ins. 12 to 16 ins.	\$ 7.50 10.00	<i>Juniperus Canadensis, Spreading,</i> 2-yr., fd-g., 10 to 12 ins. 12 to 15 ins.	\$20.00 25.00
<i>Arborvitae, Excelsa</i> adgla., 4 to 6 ins. 6 to 8 ins.	8.00 12.00	<i>Juniperus Fastigiata, Spike</i> 2-yr., fd-g., 6 to 8 ins. 8 to 12 ins.	20.00 25.00
<i>Arborvitae, Pyramidal</i> adgla., 6 to 8 ins. 8 to 12 ins.	12.00 15.00	<i>Juniperus Virginiana, Red Cedar</i> tr., 8 to 12 ins. 12 to 15 ins.	7.50 10.00
<i>Juniperus Ashfordi</i> 2-yr., fd-g., c., 6 to 8 ins. 8 to 12 ins.	15.00 20.00	<i>Tsuga Canadensis, Canadian</i> Hemlock, 6 to 8 ins., tr. 8 to 12 ins., tr.	20.00 25.00

Write for our new Wholesale List for other bargains.

Boyd
NURSERY COMPANY

P. O. Box 71
McMinnville, Tennessee

JUNIPERUS VIRGINIANA

2 to 6-foot Specimens

Carloads and Truckloads

SNEED NURSERY COMPANY
P. O. Box 798

Oklahoma City 1, Okla.

2-YEAR-OLD FIELD-GROWN ROSEBUSHES

Standard Variety
Bare-Rooted or Processed
Cold Storage

Write:

WINONA ROSE CO.
Box 3207
TYLER, TEXAS

Serving you Since '72
From the Center of the South

Write for special quotations
on all your needs.

THE *Southern*
Nursery & Landscape Co., Inc.
WINCHESTER, TENN.

CHARLES SIZEMORE Traffic Manager

319½ Georgia St., Louisiana, Mo.

Loss and damage claims against railroad and express companies collected.

Freight bills audited.

Past due notes and accounts collected.

Well known to the nurserymen of the country.

Reference: Bank of Louisiana.

Broad-leaved
Coniferous Evergreens
Deciduous Magnolias

Write for complete price list.

T. G. OWEN & SON, INC.
Columbus
Mississippi

TWO-YEAR, FIELD-GROWN ROSES

Write for wholesale list. Hybrid Teas,
Polyanthus and Climbers.

Good roses since 1920.

Ask anyone we serve.

ROSE LAWN NURSERIES
WINNSBORO, TEXAS



Azaleas, Camellias
and Magnolias
our
specialties.

Semmes, Ala.



tioned the constitutionality of the production and sale of nursery stock by state institutions and requested the council to secure a ruling on this point from the attorney general.

Accordingly, the request was made by Dr. F. H. Guild, director of the legislative council research department. In his ruling the attorney general said that sales of nursery stock at a profit violated the constitutional bar against the state's engaging in business or carrying on "any work of internal improvement."

The attorney general further stated, "The sale of seedling trees would certainly be classified as such a commodity, and I can see no compelling reason or necessity why the state should undertake this form of business any more than I can see why it should undertake any other form of business which has always been conducted by private enterprise. It is obvious that if the experiment station of the state college purchases nursery stock and offers it for sale commercially as a service to farmers and soil conservation districts, or as a service to anyone else, such a sale is motivated primarily for profit rather than as a distinct public service."

ORGANIZE AT EL PASO.

Members of nine landscape nurseries at El Paso, Tex., met September 13 and formed a countywide organization, the El Paso Nurserymen's Association. Charles Towns, Palm's Paisano Nursery, was elected president; Charles Black, Black's Nursery, vice-president, and Miss Bettie Harris, Harris Flower Marte, secretary-treasurer. The board of directors is composed of Percy Farmer, El Paso Nursery; Mrs. Hazel Smith, Rio Grande Nursery; Tom Mays, Cross Nursery, and Ted Harris, Harris Flower Marte.

Charter members of the organization include Harris Flower Marte, Smith's Rio Grande Nursery, Cross Nursery, Black Nursery, Goss Greenhouse, McDonald Greenhouse & Nursery, Palm's Paisano Nursery, El Paso Nursery and M. H. Webb Nursery & Orchards.

Members will participate in an educational campaign to inform the residents of El Paso about better landscaping and will work in cooperation with local garden clubs to make the city one of the finest landscaped cities in the United States. The group also will maintain a set of standards to protect customers.

NEBRASKA FIELD DAY.

For the third consecutive year the summer field day of the Nebraska Association of Nurserymen was held at Plumfield Nurseries, Inc., Fremont. About 200 nurserymen, wives and guests, including visiting nurserymen from South Dakota, Iowa and Kansas, gathered on the morning of September 19 to tour the nursery fields. They showed especial interest in the evergreen and deciduous seedlings.

At noon a chicken dinner was served at the City Auditorium, after which Nurseryman Nielsen's quartet, Council Bluffs, Ia., entertained the group. President Charles Hurlburt, Fairbury, was unable to attend the meeting, because he was still convalescing after a recent visit to the hospital. No business was transacted, but Vice-president Howard Edmondson, Arlington, said members would be notified soon of the winter meeting date.

Guests from the University of Nebraska, Lincoln, who were introduced by the vice-president, were Dr. R. W. Goss, professor of plant pathology; Dr. C. C. Wiggans, head of the department of horticulture; Dr. Jesse E. Livingstone, professor of plant pathology; Earl Maxwell, state extension forester; Miss Neva Englad, secretary to Mr. Maxwell, and Wayne Whitney, extension horticulturist. Also introduced were Cliff Wahlstrom, state nursery inspector, and L. M. Gates, a retired inspector. Following the dinner, the group returned to the nursery propagation sheds, where refreshments were served.

Plumfield Nurseries, established sixty-two years ago, grow a general line of nursery stock, but specialize in lining-out evergreens and forest tree seedlings. There are approximately 15,000,000 evergreens and forest tree seedlings in the fields this year. All 250 acres of land at the nurseries are irrigated, eighty-seven acres by an overhead system and 163 acres from wells which use both flood and sprinkler systems.

Two large cold-storage rooms at the nursery, totaling storage space of 28,646 cubic feet, are cooled by ice machines. A number of glass propagating houses, containing a total of 6,750 square feet of glass, are electrically heated and controlled by thermostats. The lath houses at the nursery total 26,756 square feet of space. According to the season, from sixty to 125 men are employed by the nurseries.

Charles W. Andrews, Sec'y.

EVERGREENS

BROADLEAFS

Abelia
Ligustrum
Cherry Laurel
Ilex Crenata Convexa
Ilex Crenata Rotundifolia
Ilex Cornuta Femina
Ilex Burfordi
Ilex East Palatka
Ilex Vomitoria
Magnolia Grandiflora
Magnolia Soulangeana
Magnolia Soulangeana Nigra
Gardenias
Camellias

CONIFERS

Berckmans Arborvitae
Baker's Arborvitae
Bonita Arborvitae
Excelsa Arborvitae
Globe Arborvitae
Dundee Juniper
Savin Juniper
Glauca Juniper
Canaerti Juniper
Irish Juniper
Pfitzer Juniper
Compacta Pfitzer Juniper
Excelsa Stricta Juniper
Pine
Cedrus

See our stock and be convinced!

CARTWRIGHT NURSERIES

Collierville, Tennessee

Hiway 72, East of Memphis

Phone 4352

NATIVE SHADE TREES

Nicely developed root systems and well branched trees. Order in multiples of 10 or 25. Quoted F.O.B. McMinnville, Tenn., boxing and packing at cost.

	Each	
Maple, Sugar. 4 to 5 ft.	\$0.50	Chinese Elm. 4 to 5 ft. .40
5 to 6 ft. .75		5 to 6 ft. .60
6 to 8 ft. 1.00		6 to 8 ft. .75
Maple, Scarlet-red. 4 to 5 ft. .40		Tulip Poplar. 4 to 5 ft. .40
5 to 6 ft. .65		5 to 6 ft. .60
6 to 8 ft. .85		6 to 8 ft. .75
Redbud. 4 to 5 ft. .40		Silverleaf Maple. 4 to 5 ft. .40
5 to 6 ft. .60		5 to 6 ft. .60
6 to 8 ft. .75		6 to 8 ft. .75
White Dogwood. 4 to 5 ft. .75		American Sycamore. 4 to 5 ft. .40
5 to 6 ft. 1.00		5 to 6 ft. .60
6 to 8 ft. 1.50		6 to 8 ft. .75
Black Walnut. 4 to 5 ft. .30		River Birch. 4 to 5 ft. .30
5 to 6 ft. .40		5 to 6 ft. .40
6 to 8 ft. .50		6 to 8 ft. .50

Top-quality plants at new low prices. Trade list on request.

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McMINNVILLE, TENN.

J. R. Boyd, President John T. Boyd, Vice-president

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FOREST NURSERY CO.
McMinnville, Tenn.
Established 1887 Long Distance Phone No. 234
Growers and Wholesale Dealers

**SHRUBS, FOREST and SHADE TREES,
EVERGREENS, VINES and CREEPERS**

Trade list mailed on request.

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50 cents per copy.

AMERICAN NURSERYMAN. 343 So. Dearborn St., Chicago 4, Ill.

WE OFFER FOR FALL SHIPMENT NURSERY-GROWN STOCK

		Per 100 Per 1000
6 to 12 ins., C.	.....	\$ 3.00 \$ 25.00
12 to 18 ins., C.	.....	4.00 35.00
18 to 24 ins., C.	.....	5.00 45.00
12 to 18 ins., 2-yr., well br.	.....	8.00 70.00
18 to 24 ins., 2-yr., well br.	.....	14.00 120.00

		Per 100 Per 1000
6 to 12 ins., 1-yr., C.	.....	7.00 65.00
12 to 18 ins., 1-yr., C.	.....	11.00 100.00
18 to 24 ins., 2-yr., well br.	.....	15.00

		Per 100 Per 1000
6 to 12 ins., S.	.....	3.00 25.00
12 to 18 ins., S.	.....	4.00 35.00
18 to 24 ins., S.	.....	5.00 45.00
	Each	
2 to 3 ft., well br.	.....	\$0.20
3 to 4 ft., well br.	.....	.30
4 to 5 ft., well br.	.....	.45

NATIVE SHRUBS AND EVERGREENS

		Per 100 Per 1000
3 to 6 ins., S.	.....	\$1.25 \$10.00
6 to 9 ins., S.	.....	1.75 15.00
9 to 12 ins., S.	.....	2.50 20.00
12 to 18 ins., S.	.....	4.00 35.00
18 to 24 ins., S.	.....	6.00 55.00

		Per 100 Per 1000
3 to 6 ins., S.	.....	2.00 15.00
6 to 9 ins., S.	.....	3.00 25.00
9 to 12 ins., S.	.....	4.00 35.00
12 to 18 ins., S.	.....	5.00 45.00
18 to 24 ins., S.	.....	6.50

		Per 100 Per 1000
3 to 6 ins., S.	.....	2.00 15.00
6 to 9 ins., S.	.....	3.00 25.00
9 to 12 ins., S.	.....	4.00 35.00
12 to 18 ins., S.	.....	5.00 45.00
18 to 24 ins., S.	.....	6.50

		Per 100 Per 1000
3 to 6 ins., S.	.....	2.00 15.00
6 to 9 ins., S.	.....	3.00 25.00
9 to 12 ins., S.	.....	4.00 35.00
12 to 18 ins., S.	.....	5.00 45.00
18 to 24 ins., S.	6.50

		Per 100 Per 1000
3 to 6 ins., S.	2.00 15.00
6 to 9 ins., S.	3.00 25.00
9 to 12 ins., S.	4.00 35.00
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Coming Events

MEETING CALENDAR.

For the benefit of state association officers who wish to set the time of midwinter meetings with a minimum of conflict, the following list is given of convention dates already made known. Secretaries of other associations are invited to notify the editor of further meeting dates as soon as they are set.

November 1 and 2, Holly Society of America, Log Cabin Lodge, New Brunswick, N. J.

November 12 to 16, American Institute of Park Executives, Miami, Fla.

December 3 and 4, Minnesota State Nurserymen's Association, Lowry hotel, St. Paul.

January 2 to 4, eastern regional convention, Hotel New Yorker, New York.

January 10, Connecticut Nurserymen's Association, Waverly Inn, Cheshire.

January 15 to 17, Illinois State Nurserymen's Association, Hotel La Salle, Chicago.

January 27 to 29, Virginia Nurserymen's Association, Hotel John Marshall, Richmond.

January 30 and 31, Pennsylvania Nurserymen's Association, Warwick hotel, Philadelphia.

March 20 to 22, American Camellia Society, Cavalier hotel, Virginia Beach, Va.

CONNECTICUT MEETING.

Plans are being made to hold the annual meeting of the Connecticut Nurserymen's Association January 10 at Waverly Inn, Cheshire, according to Arthur C. Bird, secretary.

HORTICULTURAL COUNCIL.

The American Horticultural Council will devote a large portion of the time at the forthcoming meeting at Williamsburg, Va., November

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PACKAGED
ROSEBUSH
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standard varieties. Single-bush pack or 5-bush

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Peter Lui strain seedlings and

grafted Nanking, Meiling, Abundance

and Kuling varieties. Write for

information and prices if you

want quality trees at moderate cost.

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OUR USUAL SUPPLY OF NURSERY STOCK

Apple

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FRUIT TREES

Apple, 1 and 2-yr., Dwarf and Standard.
 Pear, 1 and 2-yr., Dwarf and Standard.
 Plum, 1 and 2-yr.
 Sweet and Sour Cherry, 1 and 2-yr.
 Quince, 2-yr.
 Apricot, 2-yr.
 Peach, 1-yr.

Write for our wholesale list.

KELLY BROS. NURSERIES, Inc.
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CHERRY TREES

Two-year, large
 Sweet Cherry.
 Napoleon, Windsor and
 Black Tatarian.

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Plants and Propagating Wood.

Best varieties from fully inspected
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7 to 9 to a survey of plant registration and nomenclature. Representatives of the specialized plant societies in this country have received an invitation to be present to participate in the discussion of this subject.

By this means, it is hoped that the meeting will bring general understanding on registration rules and on the American attitude toward the proposed new nomenclatural rules. Such proposed rules can vastly improve the practices used in the naming and terminology of horticultural plants, states Dr. J. Franklin Styer, secretary of the council. They will be considered November 22 to 24 at a conference at London, England, preparatory to the 1952 International Horticultural Congress.

Reservations should be made for rooms by October 22 by those planning to attend the conference and they should be directed to Miss Frances Burns, Reservation Manager, Williamsburg Lodge, Williamsburg, Va.

PLANT PROPAGATORS.

An organizational meeting to set up a plant propagators' society will be held November 8 and 9 at the Hotel Statler, Cleveland, O. Supporters of the society believe that membership will consist primarily of men who do propagation work rather than of nursery owners, but qualifications for membership will be discussed further at the meeting.

The object of the society is to discuss freely propagation experiences, without restraint because of commercial considerations, and it is believed by supporters that the meetings will become an annual event.

Among those who have endorsed the first meeting are Richard P. White, executive secretary of the American Association of Nurserymen, Washington, D. C.; Dr. L. C. Chadwick, professor of horticulture at Ohio State University, Columbus; Richard H. Fillmore, propagator for Arnold Arboretum, Jamaica Plain, Mass.; John Siebenthaler of Siebenthaler Co., Dayton, O.; Henry Skinner, of J. H. Skinner & Co., Topeka, Kan., and other nurserymen and educators. Some of these men will comprise the six or eight speakers to appear on the meeting program, being planned by Edward H. Scanlon, editor for the National Arborist Association.

STARTING in the retail nursery business this spring, Joseph H. Bunik opened the Midwest Nursery, Madison, Neb., on three acres of land.



OUR 67th YEAR

ONE OF NEW YORK STATE'S LARGEST FRUIT TREE GROWERS

All upland-grown and
 inspected for trueness to name.

Std. and Dwarf Apple, 1 and 2-yr.

Std. and Dwarf Pear, 1 and 2-yr.

Plum, 1 and 2-yr.

Peach, 1-yr.

Sweet and Sour Cherry-Quince,

1 and 2-yr.

Also a good assortment of

Shrubs, Shade Trees, Evergreens.

Write for our

Wholesale Price List.

We are also buyers

of many items—

Ornamentals, Roses, etc. We
 would be pleased to receive your
 Wholesale Trade List.

MALONEY BROS. NURSERY CO., Inc.
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SMALL FRUIT PLANTS

We again offer our complete line of

Grapes

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FOSTER NURSERY CO., Inc.
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Our General Line of

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Let us quote on your
 requirements.

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 Bridgman, Michigan

JUMBO TREES

Cherry and Plum

Write

EDWARD BACON & SON
 DANSVILLE, NEW YORK

Certified

BLUEBERRY PLANTS

One-year rooted cuttings, **35c** per

100; **\$70.00** per 1000. 10 varieties.

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Invaluable plant source book for nurserymen, landscape
architects, seedsmen, florists and gardeners.

Easy to use for locating your nearest source of plants and
seeds as well as for rare and hard-to-find items. Lists alpha-
betically over 3,000 genera and over 50,000 species and va-
rieties of plants, with names and addresses of 441 reputable
firms which sell them.

260 pages of both hardy and tender plants for outdoor and
indoor use—deciduous and evergreen trees and shrubs, vines,
perennials, biennials and annuals. The most complete and
up-to-date check list of ornamental plant material in American
commerce today. Also a guide to correct spelling and pronun-
ciation.

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If you deal in tender plants, you can buy your
needs most easily and quickly from the Classified
Ads (16 to 32 pages according to season) in The
Florists' Review.

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FOR AUTUMN

**Fruit Tree Stocks —
East Malling Types**

**ROSES, including latest
novelties.**

**SHRUBS and
Ornamental Trees.**

**CONIFERS and
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Export Nurseries

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SERSKAMP, near Ghent,
Belgium

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Growers of choice Nursery Stock.
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Maurice C. Ravensberg

Boskoop, Holland

Reliable firm for general Nursery
Stock and Belgian plants.
Catalog on application.

CHRISTMAS TREES

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Canadian-grown.

Scotch Pine, Spruce, Balsam.

Delivered by truck or car load.

Prices on request.

Arthur FitzSimmons Nurseries
P. O. Box 386 Hamilton, Ont., Canada

Cercis Canadensis Alba.

The eastern redbud, *Cercis canadensis*, is well known to most nurserymen, but probably only a minority have seen the white-flowered variety, *Cercis canadensis alba*. In habit of growth and leaf this variety, which apparently originated before 1903, exhibits characteristics typical of the species, although perhaps it is a little sturdier and more vigorous.

The generic name, *cercis*, comes from its ancient Greek name, *kerkis*, given to it by Theophrastus. The species has been in cultivation since 1641 and is native to the territory extending from New Jersey south and west to Michigan, Missouri and Texas.

Cercis canadensis and variety *alba* are small trees, sometimes reaching a height of thirty-five feet, but they more often are about fifteen to twenty-five feet tall. They may be grown with single or multiple trunks forming a broad, rounded crown. The bark of the trunk and larger branches is black in color, and the young twigs are reddish-brown. The wood is brittle and subject to breakage in heavy wind, ice or snow storms.

The leaves are rounded or broad-ovate in outline, two and one-half to four and one-half inches long and heart-shaped at the base. They are medium green above and lighter green, often somewhat pubescent, beneath. The autumn foliage color is not outstanding, and the leaves drop early.

The outstanding characteristic of the species is the producing of clusters of pea-shaped, rose-pink flowers before the leaves appear in April. Similar white flowers are produced by the variety *alba*. They are one-half inch or less in length and are borne all along the stems, often down on the trunk. The fruit, a pod from two and one-half to three and one-half inches long, becomes brown in September and is of doubtful ornamental value.

The redbuds do best in a good rich soil and in sunny or lightly shaded situations. Canker and die-back of the branches frequently occur in the midwest, often destroying the beauty of the tree and eventually killing it. Infection apparently takes place largely through wounds, and so sterilization of pruning tools is advocated when cutting out diseased portions.

Redbud trees are hard to transplant, as they recover slowly, but small sizes can be moved in the spring. The species is grown from seeds, and the variety *alba* is produced by grafting or budding. The seeds have a hard coat, which should be weakened before they are sown by pouring hot water over them and soaking them for ten to twelve hours. Seeds are best sown in a warm soil in the spring.

The redbuds may be used as small specimen trees or for border or group planting. The white-flowered variety, *alba*, can be used effectively and should be more commonly planted.

L. C. C.

ENTERTAIN AT YOSEMITE.

[Concluded from page 8.]

playing of the Andrini brothers, dancing to Jack Petty's orchestra continued until the hotel's lights-out hour, 11:45 p. m.

Ladies' Program.

Emphasis on the ladies' program was undoubtedly a factor in their large attendance. Monday afternoon, 4 o'clock tea was served on the terrace of the Ahwanee by the ladies of the San Joaquin chapter, honoring the wives of the state officers, and a musical program followed. Bouquets were presented the officers' wives present, Mrs. Herman Sandkuhle and Mrs. Elmer J. Merz. Pouring were Mrs. Syd Whitehorn, Mrs. Tom Sand, Mrs. Clifford Oliver and Mrs. Virgil Cripe, wives of the past presidents of the host chapter.

Chairman of the "get acquainted" stunt, Mrs. Moffet gave each guest a notebook and pencil with which to record autographs and addresses of ladies attending the convention. A brown lizard handbag, was awarded at the president's banquet to Mrs. Syd Whitehorn, who recorded ninety-four out of a possible 104. Winner of a beautiful chafing dish was Mrs. Peter Booy, San Jacinto.

Monday evening Vance and Maude Edmonson, Merced, presented an exhibition of square-dancing by the "Buttons and Bows" group, of Merced, followed by an old-fashioned hoe down, with Earl Johnson, Dos Palos, officiating as caller. Even the older delegates participated.

Presiding at the ladies' brunch, Wednesday morning, Mrs. Willis Stribling commented on the largest attendance of ladies in the history of the association, 105. To the delight of all, Philip Barry's last play, "Second Threshold," was reviewed.

CHRISTMAS TREES FOR SALE

Scotch Pine

Green variety, grown especially for Christmas tree trade. Good specimens.

	Each
4 to 6 ft.	\$1.35
6 to 8 ft.	1.50
8 to 10 ft.	1.75

F.O.B. Phelpston, Ontario. Truck or car load lots only. Due to scarcity of Scotch Pine in Canada let us have your order early. Bank reference furnished on request.

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Azaleas, Rhododendrons, Magnolias, Peonies, Ornamental Trees and Shrubs, Perennials — Quality Stock in All Leading Varieties. Trade catalog on request.

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MALLING STOCKS

Types I, II, V, IX, XIII and XVI

	Per 1000
5 to 7-mm.	\$30.00
7 to 9-mm.	40.00
9 to 12-mm.	45.00

QUINCE A, Provence Quince. New

Pear. Stock unites well with all varieties.

Per 1000

	\$20.00
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All these plants are certified. 1-yr. transplanted from stool beds. Rooted plants directly available from stool beds.

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ANGERS (M-et-L) FRANCE

Holland-Grown

Nursery Stock

Shrubs and Trees including liners.

Rhododendrons and Azaleas Hardy Perennials

Peonies

NOVELTIES IN ALL LINES Ask for wholesale catalog.

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CUT-LEAF WEEPING BIRCH

(Betula Lacinata on White Birch)

Well branched, very fibrous roots.

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2 to 3 ft.	\$1.00	\$0.80	\$0.50	
3 to 4 ft.	2.00	1.80	.80	
4 to 5 ft.	2.25	2.10	1.00	
5 to 6 ft.	2.50	2.30	1.70	
6 to 7 ft.	2.60	2.50	1.90	
7 to 8 ft.	2.80	2.70	2.00	

NEW OTTAWA FLOWERING CRABS

Amisk, pink; Arrow, purple; Geneva, dark red; Makamik, rose; Scugog, purple; Sissipuk, rose and white. All trees well branched.

	Each	Per 10	Per 100	Per 1000
18 to 24 ins.	\$0.55	\$0.50	\$0.40	
2 to 3 ft.	.70	.65	.55	
3 to 4 ft.	.85	.80	.70	
4 to 5 ft.	1.00	.95	.85	
5 to 6 ft.	1.25	1.10	1.00	
6 to 8 ft.	1.35	1.25	1.15	

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SUPERIOR ELECTION.

Jerrold Vistica, Vistica's Nursery, Yuba City, was elected president of the Superior chapter of the California Association of Nurserymen at a meeting September 14 at Sacramento. Richard Barlow, El Adobe Garden Shop, Davis, is the new vice-president, Dwight D. Dewing, Capital Nursery Co., Sacramento, secretary-treasurer, and Steve O'Neil, Steve O'Neil's Soil Service, Sacramento, sergeant at arms.

Fred Fick, East Lawn Nursery, Sacramento, is the state director. Chapter directors are Richard Oki, Oki Nursery, Perkins; Maynard Chapman, Donner Nursery, Sacramento; Maurice Bailey, Bailey's Nursery, Lodi, and Frances Burke, South Sacramento Nursery, Sacramento.

Fran Koser, Pacific National Products Co., Richmond, was guest speaker and told about sedge and sphagnum peat.

SAN JOAQUIN MEETING.

The annual election of officers of the San Joaquin chapter of the California Association of Nurserymen was held September 13 at the Yturri hotel, Fresno. The officers for 1952 are as follows: President, George Goodhue, Goodhue Gardens, Fresno; vice-president, Andy Caglia, Andy's Nursery, Fresno; secretary-treasurer, Ivan Stribling, Stribling's Nurseries, Merced; first director, Cliff Oliver, Oliver's Nursery, Fresno, and second director, Virgil Cripe, Del Rancho Fortuna, McFarland. The new officers were officially installed by Syd Whitehorn, president of the California chapter of the American Association of Nurserymen.

Guests at the meeting were Nelson K. Barrus, of Descanso Distributors, Inc., La Canada; Mr. Garriston, of Fresno Agricultural Chemical Co., and Mr. Gleason, of California Nursery Co., Fresno. The membership was invited to attend an open house at the new nursery of Merton W. Weymouth, opened September 14 at 2309 North Fresno street, Fresno, under the firm name of Weymouth Nursery.

It was moved that flowers be sent to Elmer Butterfield, of Butterfield's

Nursery, Oakdale, who is recovering from a recent operation. The next meeting of the chapter will be held October 18 at Fresno, with Syd Whitehorn acting as host.

Ivan I. Stribling, Sec'y.

REDWOOD EMPIRE ELECTS.

The eighty-eighth meeting of the Redwood Empire chapter of the California Association of Nurserymen was the annual barbecue. Chairman Henry Martin provided a delicious chicken barbecue at Sturges'

ROSES

A complete list of Hybrid Teas, Floribundas and Climbers, including all the A.A.R.S. winners. For best selection order right away.

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Specializing in Fruit Tree Seedlings and
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French Apple Seedlings, Str. and Br.
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Bartlett Pear Seedlings, Str. and Br.
Ussuriensis Pear Seedlings
Mahaleb Cherry Seedlings
Mazzard Cherry Seedlings
Myrobalan Plum Seedlings
American Plum Seedlings
Angers Rooted Quince Cuttings
English Privet Cuttings

John Holmason & Sons, Props.

Mill, Sebastopol. Fifty-six members and friends attended, the largest turnout for this affair.

The Hamilton House, Fairfax, was the scene of the eighty-ninth meeting of the Redwood Empire chapter of the California Association of Nurserymen, September 11. Nine persons attended.

A financial report by the secretary-treasurer, Hugh Wallace, showed a gain for the year, with an increase of four new members.

President Harold Prickett called on the chairman of the nominating committee, Leo Ihle, to report, and he presented the following slate for new officers, which was unanimously elected.

The new officers are: President,

MAHONIA AQUIFOLIUM (Oregon-Washington Holly-Grape)

A very beautiful evergreen shrub with large glossy leaves and yellow flowers conspicuously appearing in the spring and followed by dark blue berries; a most satisfactory broad-leaved evergreen for any place in the United States.

1-yr. seedlings, field-grown, row run, \$35.00 per 1000; \$5.00 per 100.

2-yr. seedlings, field-grown, row run, \$50.00 per 1000; \$7.00 per 100.

TRANSPLANTS—We are offering this year one-year transplants in both Mahonia Aquifolium and Mahonia Nervosa at \$15.00 per 100.

TERMS—Check is requested before shipment; or will ship C.O.D. if preferred. Small orders of 100 or 200 (seedlings only) can be sent parcel post if 75 cents per 100 is included in check.

Place your order now for Fall, 1951, or Spring, 1952, delivery.

CHENOWETH'S MOUNT VERNON NURSERY MOUNT VERNON, WASH.

FOR 1951 SEASON

Fruit Trees
Small Fruits
Fruit Tree Seedlings
Flowering Trees
Shade Trees
Shrubs
Roses

and a general assortment of other nursery stock.

Ask us to put your name on our mailing list. (Use your letterhead.)

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James Gaddis, Gaddis Nursery, Santa Rosa; and vice-president, James E. Egger, E. L. Egger & Son Nurseries, Mill Valley; Hugh Wallace, Birchlane Gardens, San Rafael, was reelected secretary-treasurer. Don Perry, Sunnyside Nursery, San Anselmo, was elected state director. Chapter directors are: Joe Badger, Redwood Empire Nursery, Santa Rosa, and Wally Leiser, Mann's Nursery, Petaluma.

The new vice-president, James Egger, presided for the rest of the meeting. William Silva, Silva's, Sebastopol, showed and discussed some new roses from his nursery. Because of the lateness of the hour, Charles Burr, Palo Alto, who had been scheduled to speak, volunteered to do so at the next meeting instead. So he will speak on spring bulbs at the October meeting, for which Harold Prickett will be chairman.

Hugh Wallace, Sec'y.

WASHINGTON FAIR WINNERS.

First prize for displays of hardy plants and evergreens at the western Washington fair held at Puyallup went to Strander Evergreen Nurseries, Seattle. Their prize-winning display consisted of simple plantings along a garden path. All plant material which was shown is hardy in the Pacific northwest, and among the unusual plants used were tricolor dogwood, a variegated dogwood and a number of different kinds of heather.

Bonnell Nurseries, Renton, won second prize for an exhibit which featured an old well and two old wagon wheels overgrown with heather. Firth Nursery, Tacoma, was awarded third prize. W. A. McCrary, who planned the Firth exhibit, is working on a \$2,000 planting project for George Turpe, manager of the Oldsmobile agency at South Tacoma.

M. B. S.

THIRD STEVENS NURSERY.

Opening of the third nursery in the Stevens Nurseries chain took place September 7 at 14421 Chase street, Panorama City, Calif., according to W. A. Stevens, Sr., and his four sons, Bill, Jim, Wes and Bob. Their other two stores are at Van Nuys and Hollywood.

The new nursery occupies a site 160x160 feet and is comprised of ranch-type buildings, where a general line of nursery stock and garden equipment will be offered. At the grand opening, which extended through September 8 and 9, a dozen bedding plants were given to each



California Grown Lining Out Stock



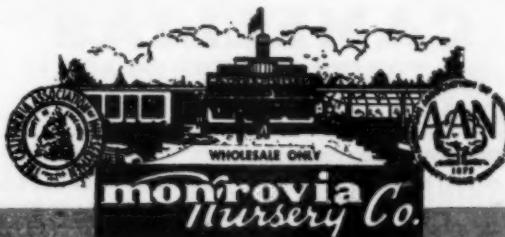
Above — A FEW OF MONROVIA NURSERY'S MILLIONS OF LINERS

America's Finest Liners — Our Sales Prove It

Monrovia Nursery Liners out-sell all others because: (1) You can always depend upon their fine quality. (2) They are safety packed in feather-weight cartons FREE OF CHARGE. (3) They always arrive in perfect condition. (4) It costs next to nothing to ship them Express. Any way you figure, "M-N" Liners are your best buy, everytime. Ready for immediate shipment or place your order now for Spring delivery. In 2 1/4" pots, priced F.O.B. Monrovia. Minimum quantity 25 per variety.

	2 1/4" POTS EACH
Abelia grandiflora	.15
Berberis thunbergi atropurpurea	.15
Campsis grandiflora (Tecoma grand.)	.15
Cedrus atlantica (seedling)	.17 1/2
Cedrus deodara	.17 1/2
Celastrus scandens	.15
Cotoneaster horizontalis	.15
Euonymus japonica grandifolia	.15
Juniperus Armstrongi	.20
Juniperus pfitzeriana	.20
Juniperus prostrata	.20
Thuja occidentalis pyramidalis	.17 1/2
Thuja orientalis aurea nana	.20
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adult customer and candy to the children. In addition, there were gifts of trees and shrubs.

At the time of the opening of the new nursery, Mr. and Mrs. W. A. Stevens, Sr., were enjoying a 4-month stay in Ireland, visiting friends and relatives.

WASHINGTON NOTES.

The Tillinghast Seed Co., LaConner, Wash., a pioneer seed house that for several generations supplied flower seeds as well as vegetable seeds and plant material, now puts its emphasis on the contract growing of vegetable seeds, although the firm still issues a catalog and still handles flower seeds. Two years ago a seed cleaner was installed and extensive remodeling of the warehouse was done. "Tillie" Tillinghast, son of the original owner, sold his interest in the firm several years ago to his two sons-in-law, Kenneth Leamer and Ed Dalan. While retired, Mr. Tillinghast is well and strong and leading an active life.

A preliminary plan for acquisition of public parks and recreation areas was submitted to the King county commissioners last month by the Puget Sound park study group. The goal of the group, an unofficial organization which acts in an advisory capacity only, is one acre of public park and recreation space for every 100 persons. At present King county has 4,175 acres of local, county and state-owned parks, only an average of 0.57 acre per hundred persons.

Included in the basic plan is a series of connecting parkways which would serve as link or loop drives between parks and public waterfront properties. The plan also includes landscaping. The plan was accompanied by a request for an appropriation of \$15,000 to finance a detailed study by experts, on which a permanent park development program could be based. M. B. S.

UTAH MEETING.

At an evening meeting of the Utah Association of Nurserymen September 10 at Salt Lake City, guest speakers included Curtis H. Porterfield, administrative assistant of the American Association of Nurserymen, who explained the aims of the A. A. N., and Howard P. Quadland, A. A. N. public relations director, who reported progress made in the "Plant America" program. Earlier in the day nurserymen met with representatives of local newspapers and radio stations to arrange

a radio broadcast for the visiting speakers.

The nursery group is joining with the Utah State Florists' Association, the Associated Garden Clubs and other organizations to stage a garden show at the State Capitol building October 26 to 28. Karsten Hansen, landscape architect, chairman of the planning committee, has reported that garden exhibits will feature pools, patios, picture windows and a garden wedding scene.

Two new committees were recently appointed by the Utah nursery group. One committee will make a nursery cost study, and the other will assemble a collection of colored slides to be used in connection with lectures given by association members.

N. J. Quist, Pres.

A. A. N. LEADERS AT BOISE.

Members of the Idaho Nurserymen's Association visited September 11 with Curtis Porterfield, administrative assistant of the American Association of Nurserymen, and H. P. Quadland, publicity director of the A. A. N., when the two A. A. N. leaders arrived at Boise after attending a meeting at Salt Lake City, Utah. Mr. Quadland gave a 10-minute talk on the "Plant America" program over radio station KFXD at Boise that morning.

Until noon the two men, accompanied by local nurserymen, toured the city and some of the nurseries. At a luncheon at the Hotel Boise Mr. Quadland made a progress report on the "Plant America" campaign and Mr. Curtis spoke on benefits derived from membership in the A. A. N.

The purpose of the meeting was to interest allied trades in the "Plant America" program, which is to be the theme also of the winter garden schools being planned by the Idaho nursery group and the extension division.

David C. Petrie, Sec'y.

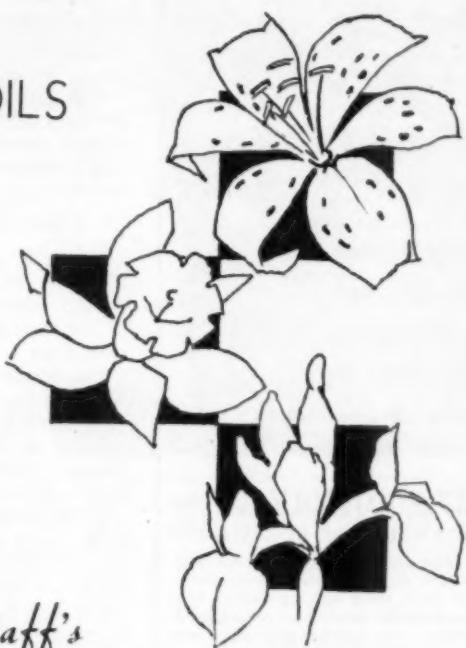
CONTINUING to operate his nursery at 2321 Fair Oaks boulevard, Sacramento, Calif., owner C. M. Staatz opened a second Sierra Garden & Nursery at 3080 Fair Oaks boulevard on May 5.

GRAND opening of their new Inglewood Nursery, 950 North Freeman boulevard, Inglewood, Calif., adjacent to their old location, has been announced by L. G. Bradford and L. M. Hammond, co-owners.

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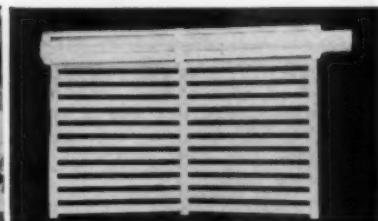
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GROUP CONFERENCES.

[Continued from page 10.]

asked, for each nurseryman must bid on the same materials.

Standardization, it was suggested, might be avoided by putting the botanical names on all plants and letting customers go out in the nursery and select for themselves.

Supervision and Installation.

Methods must vary according to the type of jobs handled, Walter Anderson and Harry Moulder pointed out, but in the main the nurseryman must try to avoid customer interference and cut down supervision, which is expensive.

In some instances the nurseryman figures on the job and follows through, himself working with the boys and settling their gripes, figuring his labor in with the cost. In other cases a working foreman sees the job through except when it is intricate, when the man who figured the job goes out. In still others, the salesman sells the job, even checking plan and spotting the plants, the nurseryman seeing only the papers.

Henry C. Soto, of Los Angeles, volunteered in detail his operations. He hires two architects by the month, not a line being drawn until the customer's signature is obtained on the order. Plans are \$50 and up, with no rebate and no job less than \$500. The salesman, working from leads, is also on a monthly basis; thus are avoided the promises of the commission salesman. The plan, paid for by the customer, goes to the nursery manager, who accumulates the stock for it. From a blueprint put on the board by the foreman, each man receives his instructions. Every job is estimated for one day, sometimes as many as ten men being put on a job. Grading and soaking only are done beforehand.

The architect making the design never returns to the job, but, having made every observation possible of the site, he passes information on to the foreman, pointing out difficulties he might encounter. The foreman does all the wrangling, remaining on the job that day until he has the customer's signature of satisfactory completion, thus avoiding time-consuming, often unnecessary, after-complaining. The bill is put in the mail the following day. This job-time estimate, Mr. Soto claims, has cut down time twenty-five to fifty percent.

Charges.

Keeping a record of the cost of each job assists in figuring on the next job. Keeping a daily record helps on the big job. If ahead, some

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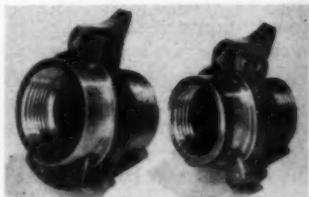
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SURFACE MULCHING
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The long excelsior-like Cedar Tow fibers make this an ideal root-packing material when shipping.

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Cedar Tow is insect-repellent and rot-resistant. Protects stems and roots. Economical—lasts over 5 years—conserves ground moisture.

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A fine selected list including patented varieties. Highest quality—all field-grown.

Write for list and prices.
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extra peat can be put in; if behind, the nurseryman had better be asking extra of the owner. The summary sheet, indicating the type of soil and job, aids in deciding where the fault lies. Meetings once a month with all men present, putting up to them the reasons for loss, usually has them finding their own answer.

Charging on a square foot basis was regarded useful only in tracts of houses. Material-labor cost is now regarded more satisfactory, with the square foot estimate used only as a check.

Figures don't lie, but liars can figure, it was pointed out. Suggested figuring was one-third labor, one-fourth to one-half material, and ten to fifteen per cent profit.

Signed Contract and Guarantee.

The importance of getting a signed contract was stressed. Suggested were four signed copies, one going to the customer, listing everything going on the job, including the price.

Although some firms ask a signed acceptance of job the same day, most return later to check, the additional expense being regarded worthwhile in letting the customer see you are interested. A limited replacement clause, rather than a guarantee, was regarded preferable. Chronic complainers one deals with accordingly, but sincere customers one leans backwards to please.

Wholesalers' Conference.

The wholesalers' group was led by Walter Borchers, San Jose, as chairman. Lyman Merrick, Whittier; Martin Usrey, Monrovia, and Louis Degaard, Monrovia, were members of the panel.

Because of the importance of labor costs and their continuing rise, labor must be used efficiently and labor-saving devices in greater number are needed. Discussion of that topic lead to the problem of getting good supervisory personnel, which is vital to an efficient labor force.

Whether or not to include delivery charges in the price of plants or to make a separate charge, was debated. Both practices are followed at the present time, and the conclusion was that the individual nurseryman must decide his own policy.

Introduction of new plants and their effective marketing brought a difference of opinion as to whether retailers or wholesalers should undertake the job of interesting the public in novelties.

ACCORDING to Jack Craig, the Craig Nursery, Montrose, Calif., has been leased to Earl Carney.

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4000 Concord, 7 to 9 ins. \$10.00 \$ 25.00
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6 to 8 ins., X... 2.50 20.00 200

Irish 4 to 6 ins., X... 2.00 16.50 160

6 to 8 ins., X... 2.50 20.00 200

8 to 10 ins., X... 3.25 25.00 250

Compacta, 4 to 6 ins., X... 2.00 16.50 160

6 to 8 ins., X... 2.50 20.00 200

Hill's Golden, 4 to 6 ins., X... 2.00 16.50 160

Sabina, 4 to 6 ins., X... 2.00 16.50 160

Sylvestris, 4 to 6 ins., X... 2.00 16.50 160

Retinospora

Pis. Aurea, 4 to 6 ins., X... 2.00 16.50 160

Obtusa cippalis, 4 to 6 ins., X... 2.00 16.50 160

TAXUS

Capitata, 4 to 6 ins., X... 2.00 16.50 160

Capitata, 4 to 6 ins., X... 2.00 16.50 160

6 to 8 ins., X... 2.50 17.00 170

Cup. Nana, 4 to 6 ins., X... 2.50 20.00 200

Hicksi, 4 to 6 ins., X... 2.50 16.50 160

6 to 8 ins., X... 2.50 20.00 200

ABELIA, 1-yr. T... 2.00 12.00 120

Austrian, 2-yr. T... 1.00 10.00 100

Mugho, 2-yr. T... 1.50 10.00 100

Scotch, 2-yr. T... 1.00 10.00 100

HEMLOCK, 6 to 8 ins., X... 3.00 25.00 250

LIGUSTRUM

Lucidum, 4 to 6 ins., X... 1.50 12.00 120

6 to 8 ins., X... 2.00 17.50 175

MAGNOLIA Grandiflora, 8 to 12 ins., T... 3.00 25.00 250

SRI LANKA, 4 to 6 ins., X... 2.00 15.00 150

6 to 8 ins., X... 2.25 10.00 100

PRIVET, Regel, cuttings... 8.00

We also have landscaping sizes in shrubs and evergreens.

ESHAM'S NURSERIES Frankford, Delaware

JAPANESE BLACK PINE

We are headquarters for many liners of a

beautiful compact strain of Pinus thunbergii.

JOSEPH A. HREN NURSERIES

East Hampton, L. I., N. Y.

LINING-OUT STOCK.

LINING-OUT STOCK.		
Camellia sasanqua		
Annette		
Cinderella		
Cleopatra		
Maiden's Blush		
Rose Star		
Texas Star		
8 to 12-in. liners	\$17.50	
12 to 18-in. liners	25.00	
18 to 24-in. liners	30.00	
Magnolias		
Rustica Rubra		
Soulangiana		
8 to 12-in., 2-yr. liners	30.00	
12 to 18-in., 2-yr. liners	35.00	
18 to 24-in., 2-yr. liners	40.00	
Soulangiana Nigra		
Liliiflora		
8 to 12-in., 2-yr. liners	25.00	
12 to 18-in., 2-yr. liners	30.00	
18 to 24-in., 2-yr. liners	35.00	
Grandiflora (Southern Magnolia)		
8 to 12-in., transplanted liners	12.50	
12 to 18-in., transplanted liners	15.00	
Gardenias		
Fortunei		
Mystery		
Radicans		
6 to 8-in. liners	7.50	
8 to 12-in. liners	10.00	
12 to 18-in. liners	12.50	
Ginkgo biloba		
8 to 8-in. liners	7.50	
8 to 12-in. liners	10.00	
Buxus crenata		
Bullata		
4 to 6-in. liners	10.00	
Rotundifolia		
4 to 6-in. liners	10.00	
6 to 8-in. liners	12.50	
Ilicium anisatum		
8 to 12-in. liners	12.50	
12 to 18-in. liners	15.00	
Viburnum macrophyllum		
Viburnum odoratissimum		
6 to 8-in. liners	10.00	
8 to 12-in. liners	12.50	
The above are excellent liners, heavily rooted and well grown; sure to please.		
BLACK WELL NURSERIES		
Wholesale Only	Semmes, Ala.	

CHOICE LINERS, FALL ONLY.

CHOICE LINERS, FALL ONLY.		
	Per 100	
100 Taxus baccata, 4-yr. X	\$ 45.00	
200 Taxus capitata, 4-yr. X	50.00	
100 Taxus media pyram. 6-yr. X	65.00	
100 Taxus baccata, 1-yr. XX	50.00	
500 Ilex crenata, 4-yr. X	35.00	
400 Ilex opaca, 1-yr. X	15.00	
1000 Jap. Red Maple, strong, selected red, 1-yr. X	20.00	
100 Pseudolarix, 1-yr. X	20.00	
100 Hardy Cedar of Lebanon, 1-yr. gr	125.00	
300 Dogwood, 2-yr. X	10.00	
300 Dogwood, 1-yr. X	6.00	
Crataegus cordata, 1-yr. X	7.00	
Mt. Ash, 1-yr. X	6.00	
100 Chaenocarpus cyanea viridis, 1-yr. to 18 ins.	150.00	
100 Pink Lily of the Valley	50.00	
100 Pernaria angustifolia	35.00	
100 Sophora, 4-yr. X	50.00	
100 Azalea rosea, 4-yr. X	60.00	
100 Paulownia, 1-yr. X	25.00	
100 Rhododendron carolinianum, 4-yr. XX	90.00	
100 Rhododendron carolinianum, 2-yr. X	50.00	
50 Cedrus atlantica glauca, 1-yr. gr	100.00	
90 Viburnum macrocephalum, 2 to 3 ft. showiest	200.00	
100—Day Lily Hyperion, Theron, Aug. Pioneer, Lyonian Hybrids, 2-yr. strong	40.00	
200 Viburnum carlesii, 2-yr. X	25.00	
100 Sequoia gigantea, 1-yr. X	50.00	
Taxus cuspidata, strong, 2-yr. X	\$95.00 per 1000	
Cash please.		
BRIMFIELD GARDENS NURSERY		
245 Brimfield Rd.	Wethersfield, Conn.	

LINING-OUT STOCK.

LINING-OUT STOCK.		
Potted Evergreens	Each per 100	1000
Biota aurea nana	\$0.20	\$0.16
Biota bakeri	.18	.15
Pfitzer Juniper	.20	.17 1/2
Hill's Golden Pfitzer	.18	.16
Pyramid Arborvitae	.20	.16 1/2
Woodward Globe Arb.	.20	.16 1/2
1-year Field-grown		
Pyramid Arborvitae	.20	.17 1/2
Woodward Globe Arb.	.20	.17 1/2
B&B EVERGREENS.		
Pyramid Arborvitae, 3 to 4 ft.	\$2.00	
Pyramid Arborvitae, 4 to 6 ft.	1.75	
Taxus baccata, 3 ft.	4.50	
Terms: Cash with order. Free packing.		
VOGE NURSERY		
New Lebanon, Ohio		

1-year-old EVERGREEN SEEDLINGS.

1-year-old EVERGREEN SEEDLINGS.		
	Per 100	Per 1000
Douglas Blue Fir, 4 to 9 ins.	\$7.25	\$60.00
Blue Spruce, hand-picked seeds, 2 to 6 ins.	6.50	45.00
Norway Spruce, 6 to 12 ins.	6.00	43.00
Scotch Pine (lodgepole), 6 to 10 ins.	5.75	42.00
Scotch Pine (Xmas), 4 to 6 ins.	6.25	45.00
Jack Pine, 6 to 10 ins.	5.50	40.00
American Red Pine, 4 to 6 ins.	5.50	50.00
Upright Jap. Yew, 3 to 7 ins.	12.50	100.00
Canadian Hemlock, 3 to 7 ins.	7.00	45.00
NEUNER'S EVERGREEN NURSERY		
Eicher and Roosevelt Rds.		
Emsworth 2, Pa.		

EVERGREEN LINERS and CUTTINGS.

POT-GROWN EVERGREEN LINERS.

Each—Per 100 Per 1000

Biota aurea nana, 1-yr.	\$0.20	\$0.18
Juniperus virginiana burki	.27	.25
Juniperus chinensis pfitzeriana	.20	.18
Juniperus hetzii glauca	.18	.18
Arborvitae Pyramid	.18	.16
Arborvitae, Globe Woodward	.18	.16
Taxus media hicksii	.18	.18
Viburnum burkwoodii	.20	.18

HEAVY-ROOTED CUTTINGS.

From flats, rooted outside in lath house.

Each—Per 100 Per 1000

Juniperus glauca hetzii	\$0.10	\$0.09
Juniperus chinensis pfitzeriana	.12	.10
Arborvitae, American		
Dark Green, 1-yr. to 6 ins.		
Arborvitae, Globe Woodward		
Taxus media hicksii		
Viburnum burkwoodii		

HEAVY-ROOTED CUTTINGS.

From flats, rooted outside in lath house.

Each—Per 100 Per 1000

Juniperus glauca hetzii	\$0.10	\$0.09
Juniperus chinensis pfitzeriana	.12	.10
Arborvitae, American		
Dark Green, 1-yr. to 6 ins.		
Arborvitae, Globe Woodward		
Taxus media hicksii		
Viburnum burkwoodii		

HYBRID RHODODENDRONS.

Grafted named varieties; red, pink, purple, lavender and white.

Field-grown grafts.

Per 100 Per 1000

6 to 8 ins.	\$16.00	\$150.00
8 to 12 ins.	22.00	200.00
Hardy Hybrid Seedling Liners.		
assorted red and pink varieties.		
Strong field-grown transplants.		

4 to 6 ins. 5.00 40.00

6 to 8 ins. 7.50 60.00

8 to 10 ins. 10.00 80.00

10 to 12 ins. 12.50 100.00

Hardy Hybrid Seedlings. Seeds from variety America (red).

Strong field-grown transplants.

3 to 4 ins. 5.00 40.00

4 to 6 ins. 7.50 60.00

8 to 8 ins. 10.00 80.00

Rhododendron minus and Rhododendron carolinianum.

Strong field-grown transplants.

4 to 6 ins. 3.50 30.00

6 to 8 ins. 6.00 50.00

The LEVICK NURSERY CO.

R.F.D. 3 Bridgeton, N. J.

EVERGREENS.

Per 100 Per 1000

3100 Andorra Juniper, 1-yr. T.	\$12.50	\$100.00
2600 Andorra Juniper, 2-yr. T, 9 to 12 ins.	20.00	195.00
1640 Andorra Juniper, 3-yr. TT, 10 to 15 ins.	35.00	300.00
1200 Hets Globe Juniper, 1-yr. T.	15.00	125.00
2400 Globe Arborvitae, 1-yr. T.	15.00	125.00
3000 Pfitzer Juniper, 1-yr. T.	18.00	175.00
1000 Taxus Capitata, 1-yr. T.	16.00	150.00
400 Taxus Capitata, 1-yr. T.	16.00	...
800 Savin Juniper, 1-yr. T.	15.00	135.00

These are heavy-rooted, from field rows.

We are sure you will like them. Free packing for cash with order. Delivery when wanted.

Order early.

WHERRY'S NURSERIES

St. Marys, W. Va.

SPECIMEN LANDSCAPE MATERIAL.

Taxus.

Capitata, 4 to 4 1/2 and 4 1/2 to 5 ft.

Cupidata, 3 to 4, 4 to 5 and 5 to 6 ft.

Intermediate, Globes, 3 to 4 and 4 to 5 ft.

Juniperus:

Spreading Varieties, 2 1/2 to 3 and 3 to 4 ft.

Upright Varieties, 4 to 5, 5 to 6 and 6 to 7 ft.

Pines:

Mugo, 2 1/2 to 3 and 3 to 4 ft. spread.

Spruce:

Dwarf Alberta, 3 1/2 to 4 ft.

Colorado, Blue and Green, 4 to 5 and 5 to 6 ft.

All plants are heavily sheared, compact specimens. Many other varieties in medium and large sizes.

All sales made at nursery only. No shipping.

GREENVIEW NURSERIES

R. D. 3 Alternate Route 22 Easton, Pa.

NURSERY STOCK.

Per 100 Per 1000

5000 Norway Spruce, transplants understocks for grafting	\$ 8.00	\$75.00
5000 Thuja orientalis, transplanted understocks for grafting	6.00	50.00
5000 Mugho Pine, true dwarf type, 4-yr.-old, once transplanted from beds.	10.00	90.00
2000 Deutzia gracilis, cuttings, once transplanted from field rows	8.00	75.00
500 Enkianthus campanulatus, 3-yr., once transplanted, 10 to 12 ins.	50.00	...
1000 Thuja occidentalis, 3-yr., once transplanted, 12 to 18 ins.	25.00	...
1000 Thuja orientalis, 3-yr., once transplanted, 18 to 20 ins.	20.00	...

VERKADE'S NURSERIES

New London, Conn.

EVERGREENS.

Per 1000

Heavy, Pot-grown Liners for Fall Shipment.

Taxus cuspidata, 2 1/2-in. pot. \$22.50 |Juniperus bibernica, 2 1/2-in. pot. 17.50 |Juniperus depressa plumosa, 2 1/2-in. pot. 17.50 |Juniperus horizontalis douglasii, 2 1/2-in. pot. 20.00 |Euonymus erectus, 2 1/2-in. pot. 12.50 |Euonymus radicans (true), 2 1/2-in. pot. 17.50 |

No charge for packing when cash accompanies order.

The HOLLANDIA GARDENS, Inc.

South Vienna, Ohio

Unsold items from last spring. In plant bands.

Spiny Greek Juniper, 6 to 8 ins., 8 to 10 ins.

Procumbent Juniper, 6 to 8 ins.

Spreading canadensis Juniper (communis depressa), 8 to 10 ins., 2-yr., larger bands.

Taxus cuspidata, 4 to 6 ins.

Taxus baccata, 4 to 8 ins., sizes, \$16.00 per 100.

total order 300 or more, \$14.50 per 100.

8 to 10 ins. size, \$22.00 per 100; total order 200 or more, \$20.00 per 100.

McININCH GREENHOUSES St. Joseph, Mo.

EVERGREENS—Continued

2-YR. EVERGREEN SEEDLINGS		
Scotch Pine, 4 to 8 ins.	\$4.00	Per 1000
Douglas Fir, 3 to 6 ins.	4.00	25.00
Balsam Fir, 3 to 6 ins.	5.00	...
Colorado Blue Spruce, 2 to 3 ins.	3.00	20.00
Engelmann Blue Spruce, 2 to 3 ins.	3.00	20.00
American Arborvitae, 1 to 3 ins.	2.50	15.00

TRANSPLANTS. Per 100		
Goldspire Arborvitae, 4-yr., 10 to 12 ins.	\$15.00	
Colorado Blue Spruce, 4-yr., 6 to 10 ins.	15.00	
Austrian Pine, 3-yr., 5 to 8 ins.	10.00	
Spreading Yew, heavy, 2-yr.	20.00	

Cash with order, please.

ARTHUR CASH NURSERY

Lake Shore Rd. Angola, N. Y.

EXTRA-HEAVY and READY for the FIELD. Per 100

Taxus brown,	\$50.00
Taxus media hicksii,	50.00
Taxus media hicksii,	40.00
Taxus cuspidata,	60.00
Taxus cuspidata,	50.00
Taxus cuspidata,	40.00
Taxus cuspidata,	45.00

STROHL'S NURSERY

1404 N. Anthony Fort Wayne, Ind.

EVERGREEN SEEDLINGS.

Well rooted and packed.

American and Chinese Arborvitae; Balsam and Douglas Fir; Austrian, Mugho, Scotch and Western Yellow Pine; Black Hills and Norway Spruce; 2 to 4 ins., \$20.00 per 1000.

American and Chinese Arborvitae; Balsam and Douglas Fir; European Larch; Austrian, Scotch and Western Yellow Pine; Black, Norway and White Spruce; 4 to 6 ins., \$30.00 per 1000.

European Larch; Austrian, Scotch and Western Yellow Pine; Black Spruce, 6 to 8 ins., \$40.00 per 1000.

Packed free. Cash with order. Price list of transplants on request.

C. WILSON'S NURSERY Pembine, Wis.

Each	
Andorra Juniper, 24 to 30 ins.	\$4.00
Hetz Juniper, 15 to 18 ins.	2.75
Blue Pfitzer Juniper, 15 to 18 ins.	2.75
Pyramidalis Arborvitae, 4 to 5 ft.	4.75
Irish Juniper, 24 to 30 ins.	2.25
Spiny Greek Juniper, 15 to 18 ins.	2.00
Red Cedar, 3 to 3 1/2 ft.	3.50
Spreading Yew, 15 to 18 ins.	3.50

HENRY NURSERIES

Henry, Ill.

EXCELLENT SEEDLING LINERS. Per 100 Per 1000

Thuja orientalis tatarica.	\$4.00	\$30.00
Juniperus scopulorum.	6.00	50.00
Juniperus virginiana.	5.00	40.00
Not in flood area. Roots muddled and moss-packed.		

THE HARRIS GARDENS Enterprise, Kan.

EVERGREEN SURPLUSES.

Dark Green American and Pyramidal Arborvitae; Irish, glauca hetzii and Pfitzer Juniper, and many other evergreens, in many different sizes. These are nice, sheared, compact trees.

Write for our price list.
We have some nice offers.

J. C. BUNCH & SON

3500 Hulman St. Terre Haute, Ind.

EVERGREEN PLANT MATERIAL.

ADVANCED LINERS in Azalea, Cornus, Cotoneaster, Ilex, Juniperus, Kalmia, Leucothoe, Pieris, Rhododendron, Taxus, Thuja, Tsuga, Viburnum, etc.

Finishers Trees in Colorado Blue Spruce.

All Certified for Western Shipment.

Write for Wholesale Price List.

H. W. WEBER EVERGREEN NURSERY

16 Summer St. Weston 33, Mass.

EUONYMUS.

Euonymus alatus compactus,

1-yr., transplanted cuttings, 4 to 7 ins.

\$25.00 per 100.

2-yr., transplanted cuttings, 10 to 12 ins.

Branches, \$35.00 per 100.

This is all strong, heavy-rooted stock.

C. HOOGENDOORN

Turner Road Newport, R. I.

SCOTCH PINE SEEDLINGS—2 to 4 seedlings, selected for Christmas trees, \$10.00 per 1000. Write for prices on larger lots.

VAN'S PINES

Rt. 1 West Olive, Mich.

BOXWOOD.

4 to 6 ft., perfect condition. To be removed from estate. Reasonable. VAN DERHOFF GREENHOUSES, 88 Baltusrol Rd., Summit, N. J.

EUONYMUS ALATUS COMPACTUS. Strong, rooted cuttings which were made up from strong cuttings 5 to 10 ins. long.

\$12.00 per 100.

\$100.00 per 1000.

Ready now.

From sand bench.

C. HOOGENDOORN

Turner Road Newport, R. I.

EVERGREENS.

Irish Juniper, 3 to 4 ft.

English Juniper, 3 to 4 ft.

Greek Juniper, 18 to 24 ins.

Polish Juniper, 18 to 24 ins.

Scotch Pine, 18 to 24 ins.

\$2.00 each, B&B

PONZER NURSERY

Rolla, Mo.

Cedar Seedlings, 2-yr., bed-grown.

Per 1000

4 to 8 ins. \$3.50 \$30.00

8 to 16 ins. 6.50 60.00

16 to 24 ins. 10.00 90.00

250 at 1000 rate.

BECK NURSERY

R. 1 Enid, Okla.

CANADIAN HEMLOCK.

2500, 18 to 24 ins. and 24 to 30 ins. Field-grown, well sheared, splendid shape, extra-heavy stock.

Prices on request.

H. B. TULLY NURSERY

Edmond, W. Va.

NORWAY SPRUCE TREES.

Husky, 4-yr. seedlings, 8 to 15 inches high, with excellent root systems.

\$4.50 per 100; \$40.00 per 1000.

Cash with order, please.

HILLS NURSERY

Ipswich, Mass.

BOXWOOD.

15 to 18 ins., \$1.80 each.

18 to 24 ins., \$2.50 each.

Larger bushes, \$3.00 each and up.

OAK GROVE NURSERY

John F. Wuerdeman

2121 Phelps St. Ashland, Ky.

LINERS.

Book your liners now for fall and spring.

Field-grown liners, liners in pots and rooted cuttings. Write for your list now. Over one million liners.

POPE NURSERY

Ph. VA. 3441, 4020 Race, Ft. Worth 11, Tex.

Cedrus deodara liners. Immediate shipment if desired. 4 to 6 ins., 10c; 6 to 8 ins., 12 1/2c; 8 to 12 ins., 17 1/2c; 12 to 15 ins., 25c; 15 to 18 ins., 35c each.

JORDAN NURSERIES

Milledgeville, Ga.

EVERGREENS.

Pfitzer, Compacta, Irish, Densa glauca and Greek Juniper, 2 1/2-in. pots, heavy plants, \$12.00 per 100. Write us for quantity prices.

SYLVAN NURSERIES

7612 Auburn Blvd. Citrus Heights, Calif.

2-YR. JUNIPERUS HETZII.

8 to 12 ins., well branched.

\$30.00 per 100; cash with order.

WEST CREEK NURSERIES

Jesse Ehman

Arcadia, Ind.

UNROOTED CUTTINGS OF PFITZER JUNIPER, 6 to 10 ins. long, not trimmed. Moss-packed; express only. \$10.00 per 1000. Cash with order.

KRONE'S FLOWER SHOP

4221 Grand Ave. Fort Smith, Ark.

LINING-OUT STOCK.

See our display ad on page 27 of the September 1 issue.

JOHN VERMEULEN & SON, INC.

Nashua, N. H.

EUONYMUS COLORATUS.

1-yr. rooted cuttings, 8 to 11 ins., \$6.00 per 100; 300 or more, 5c each.

McININCH GREENHOUSES

St. Joseph, Mo.

FRUIT and NUT TREES

Early and heavy-bearing Papershell Pecan trees; blightproof Pineapple Pears and the new Orient Pear; Apple, Peach and Plum trees; Grapevines. New catalog free.

BASS PECAN CO.

Lumberton, Miss.

Largest Growers of Pecan Trees in the World

GROUND COVERS

Vinca Minor, Periwinkle, Myrtle.

15 to 20-cane clumps, individually made up, 3 years old or more. Fresh-dug, the finest ground cover. \$50.00 per 1000. Pachysandra, 1 to 2 years old, \$50.00 per 1000.

Spanish Moss, 82-lb. bale, \$4.50.

2 per cent cash discount with order.

H. C. WAUGH

Cheshire, Ohio

VINCA MINOR. Per 1000

Medium clumps \$35.00

Heavy clumps 50.00

Write for price list.

O. H. PERRY NURSERY CO.

McMinnville, Tenn.

AMERICAN NURSERYMAN

PACHYSANDRA.

Strong, rooted cuttings, \$3.95 per 100.

DUNWOODIE NURSERIES

6 Smart Ave. Yonkers, N. Y.

PACHYSANDRA TERMINALIS.

Strong, 1-yr., field-grown, \$65.00 per 100.

HILLCREST GREENHOUSES, Franklin, Pa.

HARDY PLANTS

BLEEDING HEARTS.

For fall delivery.

Per doz. Per 100 per 1000

DICENTRA SPECTABILIS.

Old-fashioned Bleeding

Heart.

2-in., mail-order

size (div.) ... \$16.00 \$15.

3 to 5-eye, mail-order

size ... 22.00 21.

Regular 3 to 5-eye

size ... 4.00 25.00 .22.

Large, selected, 3 to

5-eye ... 5.00 30.00 .21.

Regular 5 to 8-eye

size ... 5.50 35.00 .21.

Large, selected, 5 to

8-eye ... 6.00 40.00 .21.

Mammoth,

2-in. and up ... 7.00 50.00 .01.

DICENTRA EXIMIA.

Plumy Bleeding Heart,

2 to 3-eye, mail-order

size (div.) ... 10.00 .01.

3 to 5-eye, ... 2.00 15.00 .01.

5 to 8-eye, ... 3.00 20.00 .01.

DICENTRA FORMOSA.

Ever-blooming Bleeding

Heart.

3 to 5-eye (div.) ... 5.00 30.00 .01.

5 to 8-eye, ... 6.00 40.00 .01.

Quotations on large quantities upon request. Orders shipped the day received.

CZ NURSERIES, Inc.

Dock Rd. Madison, Ohio

HELLEBORUS NIGER.

Improved strain. Very free flowering. A good number of our seedlings already bloom when they are one year old, which shows the persistency in this strain. We have had a good growing season and have a nice crop this year, which are our own New England

grown.

These plants are climatized, properly packed and will arrive in fresh condition.

Can offer a few thousand strong 2-year transplants at 50c each.

C. HOOGENDOORN, Nurseryman

Turner Road Newport, R. I.

EUONYMUS RADICANS ERECTUS.

2-in. pots, 10c; 2 1/2-in. pots, 15c.

BALTIK IVY.

2-in. pots, 10c; 2 1/2-in. pots, 15c.

DELPHINIUM BELLADONNA IMP.

1-yr. field seedlings, \$3.00 per 100.

SHASTA DAISY MAJESTIC.

Field divisions, \$15.00 per 100.

DOUBLE PYRETHRUMS.

Miami Queen, pink; Brilliant, red.

Field divisions, \$15.00 per 100.

STRATFORD GARDENS

Delaware, Ohio

PERENNIAL SEEDLINGS.

From seeds sown June, 1950. Blackmore & Langdon Delphiniums, \$2.50 per 100. Samples sent on request.

Price List of other Perennials.

BEACH NURSERY

Plainwell, Mich.

BLEEDING HEARTS.

Dicentra spectabilis, 3 to 5 eyes, whole root.

\$25.00 per 100. Peonies; Mona, Jules Elie, Eulis Superba, Felix Crouse. Also Lillies and Iris.

ROBINSON GARDENS

Scots, Mich.

HARDY FERNS, \$7.00 per 100.

SNYDER'S

PERENNIAL SPECIALTIES.

Strong, blooming-size plants from open field beds. Started early this spring, unless otherwise described.

25 at the 100 rate.

AQUILEGIA.

Per 100

Blue Shades, white centers.....	\$4.00
Chrysanthemum, golden-yellow.....	3.00
Copper Red, red shades.....	3.00
Rose Queen, bright pink.....	3.00
Scott Elliott's Hybrids, all colors.....	3.00
Silver Queen, pure white.....	3.00

Achillea filipendulina, yellow.....	3.00
Baptisia australis, heavy plants.....	4.00
Centauria montana, blue, heavy plants.....	4.00

CAMPANULA.

Carpathia, alba, pure white.....	3.00
Carpathia, blue.....	3.00
Carpathia, dwarf hybrids.....	4.00
Cullimore, larger, freer carpathia.....	3.00
Rotundifolia, Bluebells of Scotland.....	3.00
Rotundifolia olympia, larger flowers.....	4.00

CARNATION GRENADINE.

Thinly sown, bushy plants, colors below.....	4.00
King of the Blacks, white.....	3.00
Scarlet, Yellow.....	3.00
Rose, Mixed.....	3.00

DELPHINIUM.

All thinly sown this spring, have bloomed.....	3.00
Belladonna Improved, sky-blue.....	3.00
Bellamont Improved, deep blue.....	3.00
Chinense alba, pure white.....	3.00
Chinense Cambridge Blue, rich blue.....	3.00
Chinense Blue Mirror, navy-blue.....	3.00
Lyonel Hybrids, all double, most hardy and heat-resistant. July-sown.....	6.00

DIANTHUS.

All wood, very free, all colors.....	4.00
Crimson Bedder, all rich red.....	3.00
Deltoidea erecta, upright dwarf, red.....	3.00
Loveliness, deeply laciniated mauve.....	3.00
Plumarius, double, red and rose.....	3.00
Plumarius Highland Hybrids, brilliant.....	3.00
Plumarius Spicata, Beauty, large double.....	3.00
Rose Cushion (Neglectus compacta glauca), true from cutting, dwarf cushion, pink.....	4.00

DICENTRA EXIMIA.

(Plumy Bleeding Heart.) Thinly sown, bushy plants.....	6.00
Dicentra, white, 1-yr.....	5.00
Dicentra, pink, 1-yr.....	5.00
Euphorbia corollata, pure white, filler.....	4.00
Helianthemum mutabile, dwarf.....	3.00

GYPSOPHILAS.

All will give full bloom next summer.	
Oldhamiana, pink, late summer and fall.....	3.50
Pacific, pink, midsummer.....	3.50
Repena rosea, pink-tinted, dwarf.....	3.00
Show White, double, rivals Bristol Fairy.....	3.50

HEUCHERA.

All flat-grown, from open frames, blooming size, over 1 yr. old.	
Choice Hybrids, all colors.....	4.00
Sanguinea, uniformly red.....	4.00

LEPIS SEMPERVIRENS.

(Evergreen Candytuft.)	
Iberis, from seeds, Heavy, bushy plants 4.00	
Purity, new large flowers, very free, dwarf. From cuttings started last fall, transplanted to field rows.....	7.00
Snowflake, grows like Purity above.....	5.00
Snowflake, field divisions.....	3.50

LATRIS.

Strong "bulbs," sure to bloom next summer.	
Calliprora, large spike, 3rd, early.....	3.00
Longifolia punctata, September on.....	3.00
Pycnostachya, early hybrid, July.....	3.00
Pycnostachya, tall, August blooming.....	3.00
Spicata, 30-in. spikes, July 1.....	3.00
Scariosa August Glory, new, grandest of all, mid-August on.....	5.00
Scariosa September Glory, Wayside.....	4.00
Scariosa September Glory, later.....	4.00

Baccharis, Cordata, background plant.....	4.00
Lavandula, Munstead strain.....	4.00
Lilium Tenuifolium, blooming size.....	2.50
Lilium narbonnense Heavenly Blue.....	4.00
Lycium chalcedonica, bright red.....	3.00
Lythrum The Beacon, from seeds.....	4.00
Lythrum roseum, pink shades.....	4.00

MATRICARIA (Feverfew.)

Ball's Double White Improved.....	4.00
Golden Nuggets, double, yellow dwarf.....	4.00
Show Puffs, double, white dwarf.....	4.00

ORIENTAL POPPIES.

All two years in beds. All have bloomed.	
Bracteatum, deep glowing red.....	4.00
Exaltatum, extra-fine mixture including deep red.....	4.00
Feltianum, pink and orange, mostly blotched.....	4.00
New Hybrids, mixture of pink and orange.....	4.00
Queen Alexandra, striking pink shades, deeply blotted.....	4.00
Salmon Queen, all true pink.....	4.00

PHLOX SUBULATA.

All bushy plants, started 1 year ago.	
Alexander's Favorite, large pink.....	8.00
Alexander's Sky Blue, dainty blue.....	8.00
Blue Hill, field divisions.....	3.00
Emerald Cushion Pink, dwarf, deep pink.....	8.00
Emerald Cushion Blue, heavy plants.....	4.00
Sampson, fine deep pink.....	10.00

PLATYCODON.

Double Blue, true stock, 2-yr.....	5.00
Double White, 95 per cent true, 2-yr.....	5.00
Grandiflora Blue, single, true, 2-yr.....	3.00
Grandiflora White, single, 2-yr.....	3.00
Shell-pink, true stock, 1-yr.....	3.00

(Continued in next column.)

(Concluded from previous column.)

PRIMULA POLYANTHUS.

From finest seeds, sown early April. Per 100

Choice Mixed, giant flowers, all colors.....	\$4.00
Giant Crimson, rich, even color.....	5.00
Giant Orange, shades of orange.....	5.00
Giant Yellow, rich shades of yellow.....	5.00
Monarch Strain, best available mixture.....	6.00

Physoestegia Summer Snow, pure white.....	4.00
Fyretthrum Robinson's Hybrids.....	4.00
Fyretthrum Ruby Red, July-sown singles.....	5.00
Rudbeckia purpurea, purple coneflower.....	3.00
Salvia Jursis, low-growing blue.....	4.00
Saponaria ocymoides splendens, pink.....	4.00
Scabiosa fastigiata, lavender, July-sown.....	3.00
Sedum spuriun, Dragon's Blood, T.P.....	3.00
Statice latifolia, misty lavender-blue.....	3.00
Shasta Alaska, large, single.....	3.00
Thlaspiatum adiantifolium, fern-leaved.....	4.00

Thlaspiatum Bee's Dwarf Purple, new English form, blooms Decoration day, 1-yr. plants.....	5.00
Thermopsis caroliniana, July-sown.....	5.00
Veronica Blue Candie, rich blue.....	3.00
Veronica longifolia, lighter blue.....	3.00
Veronica longifolia, lighter blue.....	3.00

Shipment now or when needed.

Cash with order, please.

E. J. SNYDER, West Milton, Ohio

BLEEDING HEARTS.

Dicentra spectabilis, 3 to 5-eye.....	\$25.00
Dicentra spectabilis, 5 to 8-eye and up to 40.....	40.00
Dicentra eximia, 3 to 5-eye.....	15.00
Dicentra eximia, 5 to 8-eye and up to 20.....	20.00

J. HENDRIKS, Grower, Portage, Mich.

PERENNIAL SURPLUS of many New and

Better Hardy Perennials at greatly reduced

prices. See for our Special Wholesale List.

CORLISS BROS., Inc., NURSERIES

15 Reynard St., Gloucester, Mass.

AMERICA'S BEST SOURCE for Hardy Plants

FOR THE WHOLESALE TRADE

THE WAYSIDE GARDENS

Mentor, Ohio

Write for Trade List.

SEEDS OF HARDY PERENNIALS.

Offered in our special wholesale price list of

perennial seeds, plants. Send on request.

REX D. PEARCE, Dept. N, Moorestown, N. J.

IVIES

Hardy, Large-leaved English Ivy.

Strong, 2 1/2-in. \$12.50 per 100.

No charge for packing when cash accompa-

nied.

THE HOLLANDIA GARDENS, Inc.

South Vienna, Ohio

IVY—Hardy English, large-leaved, strong

2-in., \$8.00 per 100; \$75.00 per 1000.

Delivery, 1952.

JACOB SCHULZ

831 Cherokee Rd., Louisville 4, Ky.

PEONIES

RED PEONIES.—3 to 5-eye divisions.

Pay most profits. 90 per cent of the demand

is for red varieties. They bring largest re-

turns. Here are three best reds: Karl

Rosefield, crimson; Mons. Martin, Cahuzac,

darkest red; Longfield, bright red. Divi-

sions: \$5.00 per 10; \$40.00 per 100; \$350.00

per 1000. Cash with your order, please.

PAYNE DAHLIA FARMS

Route 5, Lancaster, Pa.

PEONIES—3 to 5-eye divisions.

Mons. Jules Elie, Sarah Bernhardt, Mme.

Emily Lemoine, \$30.00 per 100; \$250.00 per

1000. Edulis Superba, Festiva Maxima, Felix

Crousse, \$25.00 per 100; \$200.00 per 1000. Red,

White, Pink, 1 to 3-eye, \$100.00 per 1000.

Lily, 1 to 3-eye, \$15.00 per 100. 25 of either

1000 rate. Cash with order, express collect.

ANDREWS' NURSERY

Box 442, Chapel Hill, N. C.

PEONIES.

Good strong divisions. Varieties: Karl

Rosefield, Felix Crousse, red; Edulis Super-

ba, pink; Festiva Maxima, white, \$30.00 per

100.

Lily, 1 to 3-eye, \$15.00 per 100. 25 of either

1000 rate. Cash with order, express collect.

HENRY LE POIRE

Route 2, Zeeland, Mich.

PHLOX.

Our new fall list of Phlox and other per-

ennials is now ready. Write for a copy if

interested.

HENRY LE POIRE

Route 2, Zeeland, Mich.

PHLOX SUBULATA.

Our Moss Phlox are wonderful this year.

Alba, pure white.....	\$1.50	\$12.00
Atropurpurea, deep wine-red.....	1.50	12.00
Fairy, sky-blue.....	1.50	12

SEEDS—Continued

CHINESE CHESTNUT SEED NUTS.	
Pure seeds from our hardy, northern seed orchard.	F.O.B., per lb.
5 to 10 lbs.	\$0.80
11 to 50 lbs.	65
51 to 100 lbs.	65

WHITFORD NURSERY Farina, Ill.

SEEDS—New crop of Nandina seeds. Cleaned, not dried, \$1.25 per lb. Cash with order, express collect. Minimum order, 2 lbs. ANDREWS' NURSERY, Box 442, Chapel Hill, N. C.

PEACH PITTS—Southern, collected. High germination. Small, about 6,000 per bu., \$3.50. Sample upon request. Write for quantity prices. RIVERDALE NURSERIES, Riverdale, Ga.

SHRUBS and TREES

JAPANESE MAPLE SEEDLINGS. Acer. Pal. Atro. Select, 100 per cent red. Bed-grown, sturdy, well hardened transplants wintered in open frames.

	Per 100	Per 1000
2-yr., 6 to 8 ins., XX, heavy.	\$35.00	\$300.00
2-yr., 8 to 10 ins., XX, heavy.	40.00	350.00
2-yr., 10 to 12 ins., XX, heavy.	45.00	400.00
2-yr., 12 to 14 ins., XX.		
Lighter grade.	22.00	180.00
Color 100 per cent red. Repeat orders are our proof of Grade A Stock.	20 per cent cash with order.	

ELWOOD HUBBS
204 Delaware Ave., Palmyra, New Jersey
Specializing in Maples from Seeds.

FOR FALL DELIVERY.

Mimosa (Silk Tree) Albizia Julibrissin.	Per 100
3 to 4 ft.	20.00
4 to 5 ft., branched.	25.00
5 ft., branched.	45.00
6 to 8 ft., branched.	75.00

These trees have straight stems, and are propagated from the best deep pink-flowering trees that we know of in Oklahoma. In this way we strive for permanent satisfaction. This should mean a lot to you and your customers.

Liberal grading. No packing charge.
WARRON & SONS NURSERY
Rt. 4, Box 125c Oklahoma City, Okla.

MAGNOLIA.
M. conspicua, denudata or Yulan. Per 100

12 to 30 ins.	\$40.00
M. conspicua, flowers purple colored at the base of flower, 12 to 20 ins.	40.00
M. grandiflora ferruginea, most beautiful-leaved, flowers at a young age, 18 ins.	20.00

All very vigorous, one-year-old, budded grafted close to the ground. All quotations F.O.B. Japan.

HAKONEYA NURSERIES

Numazu-shi, Japan

LILAC.

Lilac Firmament (new). Immense panicles of large, formal flowers of a beautiful shade of blue, truly a gem among blue varieties. This is one of Lemoine's best single light blues and is exceptionally fine in every way. Last spring we had plants producing 11-in. spikes.

Strong 1-yr. grafts, 6 to 12 ins., \$75.00 per 100.

C. HOOGENDOORN

Turner Road Newport, R. I.

VIBURNUM.

Viburnum carlesii. 2-year, seedlings, once transplanted, 4 to 10 ins.

\$30.00 per 100.	
\$25.00 per 100.	
Strong 1-yr. grafts, 10 to 18 ins.	
\$55.00 per 100.	
\$600.00 per 1000.	

C. HOOGENDOORN

Turner Road Newport, R. I.

HIBISCUS.

Heavy, field-grown, bushy plants, with spread almost equal to height. Varieties include Psyche, Indian Chief, Brilliantissima, Versicolor, Ball of Fire, Mme. X, Alba, La France and Columbia. 18 to 24 ins., B&B, \$1.00 ea., 28 to 35 ins., B&B, \$1.50 ea., 38 to 48 ins., B&B, \$2.00 ea. Priced in hundred lots. F.O.B. your truck at our nursery.

FLORIDA NURSERY & LANDSCAPE CO.
P. O. Box 97 Leesburg, Fla.

2-YR. SHRUBS.

October and November shipment preferred. 3000 Philadelphus virginalis. Per 1000

2 to 3 ft.	\$200.00
1000 Forsythia spectabilis, 4 to 5 ft.,	150.00

7000 Salix purpurea nana, 15 to 18 ins., 100.00

500 Deutzia crenata, 4 to 5 ft., 150.00

Bushy and stocky, field-grown. Packing at cost.

ELAN MEMORIAL PARK NURSERIES

116 E. Front St. Berwick, Pa.

One-year transplants, branched and well rooted. Just right for mail-order trade.

Spiraea Anthony Waterer, 10 to 12 ins.

Philadelphia virginalis, 12 to 18 ins.

Hydrangea A.G., 2 br. up, 15 to 18 ins.

\$12.00 per 100.

English Ivy, hardy, 2 1/2-in. pots.

\$10.00 per 100.

JOHN BOS NURSERY Clyde, Ohio

IDEAL HEDGING SHRUB.

Salix purpurea nana (Dwarf Blue Leaf Arctic Willow).

	Per 100
2-yr.	\$20.00
1-yr.	15.00
French Pussy Willow	
2-yr.	30.00
1-yr.	25.00

BEARDSLEE NURSERY Perry, Ohio

FORSYTHIA.

Forsythia Spring Glory (new).

Strong 1-yr. transplants, 15 to 24 ins., 2 branches and up	
\$16.00 per 100.	

\$150.00 per 1000.

C. HOOGENDOORN

Turner Road Newport, R. I.

BEAUTY BUSH.

Kolkwitzia amabilis (Beauty Bush).

Strong 2-yr. tr., 12 to 18 ins., branched	
\$20.00 per 100.	

\$175.00 per 1000.

C. HOOGENDOORN

Turner Road Newport, R. I.

LILACS.

Our retail price list quotes prices on practically all the best lilacs in America and gives generous discounts to the trade. Price list of lining-out stock ready this month. Ask for these lists.

EDW. J. GARDNER NURSERY

201 Rich St. Horicon, Wis.

BEACH PLUM.

Prunus Maritima.

Strong 1-yr. seedlings, 6 to 12 ins.	
\$10.00 per 100.	
\$90.00 per 1000.	

C. HOOGENDOORN

Turner Road Newport, R. I.

LINING-OUT STOCK.

We offer Chinese Chestnut; Native Shrubs, Trees and Evergreens; Flowering Peach, Fruit and Shade Trees. Top-quality, dependable plants at reasonable prices.

GLOBE NURSERIES

Box 249 McMinnville, Tenn.

PAUL'S SCARLET HAWTHORN.

Branches and whips. Also some cordata.

All sizes. Write for prices.

VILLA NURSERIES

Montavilla Sta., P. O. Box 5137

Portland 16, Ore.

Our Wholesale Price List is now ready for mailing. Conifers, Broadleaves, Roses and Flowering Shrubs. Write for your copy now.

R. LACY NURSERY

P.O. Box 47 Longview, Tex.

VEGETABLE PLANTS

CHIVES—Mild onion flavor, good for seasoning; perfectly hardy, perennial. \$8.00 per 100. WARREN SHINN'S NURSERY, Woodbury, N. J.

VEGETABLE ROOTS

CANADA RED RHUBARB.

Strong Divisions.

\$25.00 per 100.

250 or more at \$20.00 per 100.

Cash. Packing free.

WHEELOCK WILSON NURSERY

Marshalltown, Iowa

VINES

CLEMATIS.

Clematis montana rubens (Anemone Clematis).

Strong 2-yr. field-grown plants, staked, 2 to 4 ft.

\$100.00 per 100.

A strong vigorous, extremely hardy variety. Will thrive under most adverse conditions. Clusters of anemone-like flowers which open in May. One of the most dependable Clematis.

C. HOOGENDOORN

Turner Road Newport, R. I.

MISCELLANEOUS

ROSA MULTIFLORA JAPONICA, THORLESS—The thornless is the very best for budding purposes. 30,000 9-in. cuttings, handmade, liberal cost. \$3.00 per 100; \$10.00 per 1000. No. 1, 2-yr., 18 to 24 ins., \$16.00 per 100; \$140.00 per 1000. No. 1, 3-yr., 2 to 3 ft., \$20.00 per 100.

2000 Lake Currants. No. 1, 3-yr., heavy plants, \$23.00 per 100.

1000 Golden Muscat Grapes, No. 1, 3-yr., heavy plants, \$30.00 per 100.

FINGER LAKES NURSERIES Geneva, N. Y.

Vincs minor, excellent evergreen ground cover, organically grown plants, \$24.00 and \$40.00 per 1000. Earthworms, nature's own soil builders, \$20.00 per 1000. S. Rodkin, VARIETY NURSERY FARMS, R.F.D., Lambertville, N. J.

SPEARMINT — Perennial, well known, hardy. \$6.00 per 100. WARREN SHINN'S NURSERY, Woodbury, N. J.

XUM

CHRISTMAS TREES

CHRISTMAS TREES.
5000 Red Pine, White Pine and Spruce, 1 to 8 ft., heavily branched. Also White Pine, Red Pine and Cedar boughs. Will deliver any amount. Call or write.

HERMAN LEMMEN
Phone Allendale 4-2222
Rt. 3 Hudsonville, Mich.

DECORATIVES

PINE CONES.	Approx.
1 1/2 to 2 1/2 ins.	500 \$2.50
Loblolly Pine cones, 4 to 4 1/4 ins.	180 \$2.50
Norway Spruce cones, 4 to 7 ins.	125 \$2.50
White Pine cones, 4 to 7 ins.	300 \$2.50
White Pine cones, 3 1/2 to 6 ins.	315 \$2.50
Assorted Pine cones, per bu.	150 \$2.50
Sample box of cones, labeled, postpaid.	\$2.50
MARYLAND NURSERY	Hyattsville, Md.

HYATTSTOWN, Md.

H. C. HILL & SONS, Cook, Minn.

H. C. HILL & S

TRY... genuine "HIGH NITROGEN" MICHIGAN PEAT.
Tops in quality, packaging, sales. 100% pure processed peat, 98% organic, pH 4.5. Use M. P. in potting, bench soils, mulching. First for Azaleas and Ericas. Triple profits—USE IT—SELL IT. Truckloads, cars, bagged (6 sizes) and bulk. Prices F.O.B. Peat Bogs, Capac, Mich.
Mail check with order—minimum order: 20 2-bu. (50 lb.) bags..... \$1.10 each
10 4-bu. (100 lb.) bags..... 1.95 each
Compare bushel content. Lowest prices—Best Value. Results. Order today. Call Capac 62.

MICHIGAN PEAT, Inc., Capac, Mich.

REDWOOD FLATS, K. D.
Finest stock obtainable. Guaranteed all clear heart. Size 20x16x3 ins. Inside measure, \$42.00 per 100.
1x1-in. Cypress stakes, pointed.
50 pcs. to bundle, 4 ft., \$3.50 per bdl.
50 pcs. to bundle, 6 ft., \$4.50 per bdl.
40 pcs. to bundle, 8 ft., \$5.50 per bdl.
Ship same day. Cash with order, please.
YOHIO & HOOKER, Youngstown 2, Ohio

WISCONSIN'S QUALITY SPAGHNUM MOSS.

Clean, long-fibered, solidly packed in burlapped or wired bales of standard size, direct from drying beds. None better.
Trucked when feasible.

WARREN'S MOSS CO., Box 7, Warrens, Wis.
STAKES, GALVANIZED HARD STEEL, STAKE FASTENERS and COTTON TWINE. Prices and samples sent upon request.
SCHUPP SUPPLY CO., Wilmette, Ill.

PRINTING—Letterheads, Billheads, Statements, Cards, Envelopes, Tags, Blotters, Folders. Samples sent.
J. GARLAND HILL, Dept. A, Seaford, Del.

PAT LESS FOR WOOD LABELS. High quality, fully guaranteed. Write for prices and samples. ANTHONY & CO., Escanaba, Mich.

WANTED

RHODODENDRONS.
Wanted: Contracts for Rhododendron pumicium, to supply from year to year. For further details, write:
DE WILDE'S GARDENS, Bellingham, Wash.

WANTED.

15,000 Rosa multiflora, 4 to 6 mm., understock for budding. Late November delivery.
HARRY DEVERMAN
1461 Van Houten Ave., Clifton, N. J.

COTONEASTER DIVARICATA.
3000 strong, 1-yr. seedlings, grafting size.
For early fall delivery.
C. HOOGENDOORN, Nurseryman
Turner Rd., Newport, R. I.

FOR THREE DOLLARS

you can offer that surplus in a classified ad of 10 lines on these pages—quickly and easily turning stock into cash.

AT ONLY 30c PER LINE

you can keep a list of specialty items before trade buyers through the selling season at small cost.

Send your copy (count 6 average words to line) for the next issue to reach us by October 15.

AMERICAN NURSERYMAN

343 S. Dearborn St. CHICAGO 4, ILL.

INSECTICIDE TOXICITY.

[Continued from page 15.]

thane) diluted at the rate of one to twenty-four with water gave good control of cankerworm on oaks, with no injury evident on the plants.

Toxaphene insecticides have not had much testing. A one per cent emulsion applied for bagworms on linden gave poor results, but this was possibly because of poor application caused by extremely windy conditions at the time of application.

A fifty per cent wettable powder of BHC, or benzene hexachloride, technical grade six or ten per cent gamma isomer diluted one pound in five gallons of water applied with a mist blower was effective on aphis, except pine bark aphis. Applications of the same material made on nursery plants gave 100 per cent control of European birch leaf miner, and there was some injury to apple and birch.

Lindane is a purified gamma isomer of BHC without the musty odor of BHC. A twenty per cent emulsion diluted at the rate of two quarts to 100 gallons of water and Vapotone, one to 100 parts, gave good control of Norway maple aphis. In two applications made May 12 and May 23, Isotox 200 gave 100 per cent control of birch leaf miner. All sprays were applied with a mist blower.

One of the most versatile of the chemicals used to kill insects and spider mites is Parathion. It is highly toxic to warm-blooded animals; recommendations for its use should be strictly followed. Parathion gives excellent control of all aphis, spider mites and lace bugs, except pine bark aphis. In tests the predators of the pine bark aphis were killed and there resulted an increase of the pine bark aphis population. The eggs of all species of lace bugs and young nymphs hatching from the eggs were not killed.

HETP and TEPP insecticides give excellent control of many soft-bodied insects and spider mites. Vapotone used in a dilution of one to fifty parts, or Vapotone XX diluted at a rate of one to 100, is recommended. As with Parathion they give good and excellent control of insects on many nursery plants and other trees, with the exception of pine bark aphis. They kill ladybird beetles very quickly. Leaves of elm and linden showing extensive injury from mite infestation turned yellow and dropped after being sprayed. Trees showing light infestation of mites suffered no leaf injury after being sprayed.

The following insecticides, each

WORK GOES
FASTER, EASIER
with Seymour Smith tools



The choice of tree men
for generations



PROFESSIONAL PRUNER

No. 123 7" No. 124 8" No. 125 9"
\$3.25 \$3.75 \$4.25

The standard pruner for the expert. Also, the finest of them all, No. 90, 8", \$4.75.



SNAP-CUT PRUNER

No. 119 8" \$2.75

The original, famous "SNAP-CUT". Razor sharp blade acts on non-dulling metal anvil.



LOPPING SHEARS

6 models to choose from. Cut up to 2" branches with ease.

NEW, FINEST EVER PRUNING SAWS



A new Seymour Smith development—the fastest, easiest cutters on the market. Complete line of 6 models covering all requirements up to chain saw work.

Tree Pruners and Pole Saws also available.

FREE: Send for full descriptive matter and prices on all Seymour Smith products for professional pruning and tree care. Prices slightly higher Denver and West.

SEYMOUR SMITH

OUR 102nd YEAR

The Line of Quality

DEALER
INQUIRIES
SOLICITED

SEYMOUR SMITH & SON, INC.
12310 Main St., Oakville, Conn.

WANT ADS

Help and Situation Wanted and For Sale advertisements.

Display: \$3.00 per inch, each insertion.

Liners: 25¢ line: minimum order \$2.00.

HELP WANTED

Landscape and Nursery Foreman.

Must be experienced in running planting crew, reading landscape plans and handling nursery digging crew. Good personality and a willingness to get ahead. Write qualifications immediately and state convenient time for personal interview at Toledo, Ohio. Address Mr. Laux

The SECOR LANDSCAPE CO.
3340 Secor Rd. Toledo, Ohio

FOR SALE

Nursery at Rochester, N. Y., established since 1865 and always a money-maker. 33 acres with 8 in nursery stock inventorying about \$20,000.00. All stock, tools, tractors, sales house, office, sheds and truck included. Owner retiring. Price \$60,000.00, with \$20,000.00 down, owner will finance balance. Inspection invited.

WARREN COBB
REALTORS
717 Landing Rd., N.
Rochester 10, N. Y.

FOR SALE

Prominent landscaping business, For sale or lease. Serving North Shore suburbs of Chicago. Established 30 years. 4-car garage, 5-room apartment, oil heat, on 150 feet. Complete equipment. Address Box 835, care of American Nurseryman.

FOR SALE

Contents of well stocked, 15-acre nursery. Fine specimens of evergreens, trees and shrubs of landscape sizes.

BERNATH'S NURSERY
Rt. 44 Poughkeepsie, N. Y.

FOR SALE

Nursery and landscape business, consisting of 15 acres, 6-room modern house, office, tenant house, barns, sheds, etc. Located in a thriving Oklahoma city of more than 200,000 population. Gross business for 1950 over \$30,000.00. Address Box 833, care of American Nurseryman.

FOR SALE

Small nursery in expanding territory 15 miles north of Pittsburgh, Pa. 1 1/2 acres, 4,800 evergreen shrubs, full basement, 12 x 12 greenhouse, 6 coldframes, shade house, 1 1/2-ton flat-body truck, Rototiller and tools. Also 5-room, 1 1/2-story, frame house, built in 1941. Priced to sell at \$17,000.00. Write:

RICHLAND EVERGREEN NURSERY
R. D. 2, Box 5D Gibsonia, Pa.
Phone: Gibsonia 3-2053

diluted in 100 gallons of water, were applied June 13 on 10 to 15-inch nursery plants of *Ilex convexa*, set fifty or more plants in each test plot, and foliage was examined June 20, showing nearly all eggs killed: One-half pound, EPN-300; one pound,

WANT ADS

Help and Situation Wanted and For Sale advertisements.

Liners: 25¢ line: minimum order \$2.00.

HELP WANTED

We require for our nursery an experienced nurseryman to be an assistant to our superintendent. This is a rare opportunity for a man to become associated with one of the largest retail nurseries in the middle west. We would prefer a man who has some selling experience. Please state your qualifications in first letter.

W. A. NATORP CO.

4400 Reading Rd.

Cincinnati 29, Ohio

HELP WANTED

Experienced perennial grower wanted. Must know propagation and care of a complete line of perennial plants. This is an excellent position for the right man. Please do not answer unless you are qualified; we do not need amateurs. Write us full details, or for an appointment for a personal interview.

CARROLL GARDENS
Westminster, Md.

HELP WANTED

Landscape salesman capable of presenting himself to public. No door-to-door work. All leads furnished through our landscape department. Draw plans, make estimates and supervise jobs through to final completion. Excellent spot for right man with leading midwest nursery and landscape company.

Salary tops. Write qualifications.

THE SECOR LANDSCAPE CO.
3340 Secor Rd. Toledo, Ohio

FOR SALE

SITUATION WANTED

Office man. Capable, experienced nurseryman available around January 1, 1952. Can handle wholesale or any other department. Will do limited amount of traveling. Well known to the trade. Address Box 837, care of American Nurseryman.

HELP WANTED

Experienced landscape nurseryman with ability in nursery operations or landscape plantings. Opportunity now or later to acquire part or entire interest in established business near Baltimore, Md. Owner wishes to retire. Address Box 831, care of American Nurseryman.

FOR SALE

SITUATION WANTED

Landscape man, capable, experienced. Can handle job from drawing plans to completion of work. South or middle south location desired. Address Box 836, care of American Nurseryman.

HELP WANTED

Tree trimmer trainees and experienced tree trimmers. Year-around work. Phone Glenview 4-0359, or write:

ARCHIBALD ENOCH PRICE
"The Care of Trees"
84 Park Dr. Glenview, Ill.

FOR SALE

FOR SALE

Nursery in the growing northwest, vicinity of Portland, Oregon, on main highway. 4 acres, 2 greenhouses, 2 sash houses, 5-room dwelling, good business. This place in A-1 condition. Owner retiring. Full details upon request. Address Box 834, care of American Nurseryman.

HELP WANTED—On Long Island. Propriator, man capable of taking charge of 2 greenhouses totaling 9,000 square feet, also seedbeds and frames, instructing and handling men. Must understand grafting of rhododendrons, also other ornamental plants, grafts, seedlings or rooting. Must furnish references. BAGATELLE NURSERY, P. O. Huntington Station, L. I., N. Y.

Karathane; two pounds, Neotran; four pounds, Mite-Y-Spray; two pounds, Aramite; one pound, twenty-five per cent wettable powder Parathion; eight ounces, Metacide, and three tests of Vapotone XX. The last was applied to an entire block with

a mist blower. The other sprays were applied with a 5-gallon, hand-type bucket pump. All sprays gave a good kill of live mites and eggs. Reexamination in September showed a general reinestation but not so heavy as when the spray was applied in



Turf-Maker

LAWN SEED

Woodruff Turf-Maker maintains its popularity among foremost experts in Turf Management throughout the country because its quality and adaptability to local soil conditions are proven factors! Don't experiment with lesser grade lawn seeds. There's more lawn, and better lawn in every pound of Turf-Maker.

Problems? Bring them to Woodruff's Lawn and Turf Experts! Years of research and experience are passed on to you quickly — and without obligation.



F. H. WOODRUFF & Sons, Inc.

Seed Growers Milford, Connecticut

Atlanta Bellerose, L. I. Dallas Mercedes Sacramento Toledo

June. No plant injury resulted from any of the sprays.

Test work on materials and applications with a mist blower type of sprayer indicates that under normal conditions there is no unduly great toxicity hazard to tree foliage. Some injury may occur where the foliage is heavily affected by spider mites, insects, disease or adverse climatic conditions. Most new insecticides gave excellent control and will no doubt have a place in arborists' spray programs, but will probably find a more rapid development for spraying nursery plants, where there will be less chance that surrounding plants and pets would be injured. Foliage injury also would present a less serious loss than on shade trees. When using these new materials, use all proper precautions with reference to plant injury and especially for the protection of the operator when using materials that are highly toxic to man.

DISCONTINUING his line of cut flowers, Ralph B. Randall is now featuring nursery stock at Littlebrook Nursery, 14025 Fifteenth Avenue, northeast, Seattle 55, Wash. His daughter and son-in-law recently joined him in the operation of the business.

MYROBALAN SEEDS

LOVELL PEACH PITS

Nation's Leading Source
Write today for quotations.



A. B. C.
"Supreme" Quality
SEEDS—PLANTS—BULBS
and
Growers' Accessories

Write for our latest prices.

AMERICAN BULB CO.
1335 W. Randolph St. CHICAGO 7
31 W. 27th St. NEW YORK 1

SEEDS of Northern Evergreens

List sent on request.

K. J. BRADEN
Box 187 MILTON, NEW HAMPSHIRE

IT COSTS NO MORE

(and in most instances less)

FOR OUR PACKING OF
Nursery Burlap
Squares and Rolls

Write for prices and samples.

L. ATKIN'S SONS
P. O. Box 167 Rochester, N. Y.

NURSERY SEED CLEANER

Machine that cleans any stone fruit or any fleshy or pulpy coated seeds.

Send for complete details.

DYBVIG NURSERY
Colton, S. Dak.

SEEDS

Collectors of Tree, Shrub and Wild Flower Seeds
Crude Drugs and Ornamentals

E. C. MORAN Stanford, Mont.

For FAST, EASY WORK

This Garden Shop Hand Truck is so widely used today that few nurseries are without it. Many have several, use one on each delivery truck, others in the nursery.

SPECIFICATIONS
Equipped with Jumbo Balloon Tires and Tubes 12x4 inches.
Specially Designed Curved Nose.
All-Steel Construction electrically welded.
Weight 46 pounds.
Over-all Length 63 inches.
Over-all Width 27½ inches.
Capacity 28-in. Ball weighing 600 pounds.

Write for illustrated folder giving details and prices of the popular Garden Shop Nursery Hand Trucks.

NOTE Our NEW ADDRESS—We've moved our nursery and office to larger space and convenient location.

THE GARDEN SHOP, Inc.

6315 West 75th St. Overland Park, Kansas
Phone HEdrick 3288 (Kansas City, Mo., exchange)



AMERICAN NURSERYMAN CALIFORNIANS MEET AT YOSEMITE.

[Continued from page 8.]

Harry Marks, chairman of the merchandising and sales committee. He report quoted comments of members of the committee as to media for advertising, methods of sales promotion and the possibilities of expanding volume in allied lines.

For the legislation committee, in the absence of Chairman J. Awdry Armstrong, David Cunningham reported a meeting at President Clark's office to consider fifty bills affecting nurserymen, screened by Secretary Merz out of several thousand bills introduced in the state legislature.

For the resolutions committee, David S. Stump proposed resolutions supporting horticultural exhibits at state fairs, expressing the association's best wishes to Bill Clark for his early recovery and thanking those contributing to the success of the program.

Catalina Next.

Some rivalry seemed in prospect for the 1952 convention city. But Martin Usrey marshalled the forces of the four Los Angeles county chapters—Los Angeles, Sunset, Centinela and San Fernando—fifteen members of which advanced to the front to give a spirited rendition of "Avlon." Then he introduced Claude Brooks, manager of the Catalina chamber of commerce, who told of the attractions and accommodations of the island.

For Long Beach appeared, alone, Frank Fish, manager of its convention bureau, who read telegrams from city officials and the four absent C. A. N. members there.

The vote was overwhelmingly for Catalina island.

Credit Is Due.

So successful, enjoyable and smooth-running a convention deserved the abundant praise of those persons in charge. As general chairman and as chairman of the ladies' program, respectively, Mr. and Mrs. Willis A. Stribling were indefatigable, day and night, in every manner seeing to the comfort of guests and dispatch of the events. No less attentive to their respective duties were the other members of the San Joaquin chapter in charge of special functions: Ivan L. Stribling, finance (making convention movies meanwhile); Clifford Oliver, registration; Virgil Cripe, entertainment; Syd Whitehorn, publicity; Wilbur Wilhelm, housing; George Goodhue, president of the chapter, liaison; William B. Moffet, exhibits, and Andy

WE HAVE IMPORTED FOR OUR READERS

Accurate, authoritative guide to colors and color names. Only extensive color chart designed primarily for use in horticulture. Uniform standard by which color can be accurately measured and uniformly judged and described.

HORTICULTURAL COLOR CHARTS

Set of Two Volumes . . . \$12.00

Volume I—100 plates of 64 full hues, 26 tints, 10 shades.
Volume II—100 plates of 34 tints, 28 shades, 38 grayed hues.

Each set of 100 loose sheets in attractive, stout board case.

Each plate shows an accurate color reproduction of the full hue and three graduated tints of the full hue. In so far as possible, an example of a flower in each designated color is given. In addition, each page offers useful information relating to the series, such as equivalent color designations, brief history of each color term, synonymous terms in foreign languages.

Issued by the British Colour Council in collaboration with the Royal Horticultural Society.

AMERICAN NURSERYMAN

343 So. Dearborn St. Chicago 4, Ill.

Finely Granulated, Highly Absorbent
CANADIAN AND EUROPEAN PEAT MOSS
Also Prompt Shipment on
"HOLLANDIA" BURLAP SQUARES
New Material, Soft, Easy to Tie, Saves Time, Labor and Twine
REED MATS FOR COLDFRAMES

NEW AMSTERDAM IMPORT CO.
122-A Chambers St. New York 7, N. Y.

IF YOU WANT
QUALITY
PEAT MOSS
YOU WANT
ARROW/
NAMSCO!

WRITE FOR PRICES,
STATE REQUIREMENTS

IMPORTED GERMAN KNIVES and SHEARS

- Hand Honed
- Designed for Nurserymen
- Superb Workmanship
- Specially Hardened Steel
- Brass Lined
- Unexcelled Quality

ENDORSED BY NURSERYMEN THE WORLD OVER



No. 605 "Tina" Grafting Knife

The BEST grafting and cutting knife in the world. Steel that HOLDS an edge. Handle that FITS the hand.



No. 615 "Tina" Pruning Knife

The standard pruner for everyday needs. QUALITY steel in a curved blade pattern.



No. 626 "Tina" Pruning Knife

Similar to No. 615, but heavier blade for the medium-heavy nursery and landscape pruning jobs.



No. 2292 1/2 "Remeve" Pruning Shear

The QUALITY shear for the man who needs the BEST. Top-quality steel. Replaceable blade. A masterpiece of highest precision.



No. 2024 "Remeve" Pruning Shear

Best-known pattern in the world. The popular-priced favorite for everyone.



No. 598 "Koller" Double-cut

Two precision cutting blades. Excellent for cutting scions and understocks.

Write for illustrated folder and prices. Sold exclusively in the United States by:

ALFRED L. ANGEL, Horticultural Tools

15 Everett Street, Newport, Rhode Island

BERRYHILL NURSERY COMPANY Box 696, Springfield, Ohio

Caglia, vice-president of the chapter, door prizes.

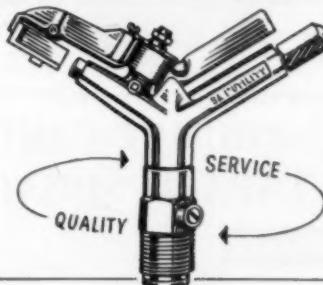
Assisting her with the ladies' program, Mrs. Stribling had on her committee Mrs. W. B. Moffet, Mrs. Syd Whitehorn, Mrs. Cliff Oliver and Mrs. Wilbur Wilhelm.

Elmer J. Merz was in charge of the program for the business session, while Mrs. Merz assisted at the registration and elsewhere.

Directors' Meeting.

Sunday, the C. A. N. board of directors sat in day-long session, with the officers, to dispose of the heaviest part of the association's business, which necessitates a mid-year meeting in April as well.

Attending the board meeting at Yosemite were the directors at large, who were the two immediate past presidents, Frank James and Syd Whitehorn, and the directors representing all the chapters save one, the Southern California bedding plant growers' chapter. The chapter directors present were: Centinela, Loring Bigelow; Central, Herbert Plath and Al Quatman; Peninsula, Jules Christensen; Inland Empire, David S. Stump; Los Angeles, F. C. Tomlinson and Martin Usrey; Los Angeles Sunset, Jack Evans and Chester Baake; Redwood, Donald Perry; San Diego, L. E. Kniffing; San Fernando,



SKINNER sprinklers

...for portable pipe irrigation

Gentle penetrating rain, available whenever and wherever you need it, assures maximum growth at lowest cost.

Skinner sprinklers are available in a complete range of sizes . . . give you even distribution of water and proper penetration. Write today for free catalog, including performance tables.

THE SKINNER IRRIGATION CO.
250 Water St., Troy, Ohio

BURLAST

BALL SAVER
ENDS RE-BURLAPPING

HILL'S NURSERY
P. O. Box 43 VICTORIA, TEXAS



OVERLOOKING WONDERFUL OPPORTUNITY

"The course is complete in every detail and easy to understand. I wish I had taken it years ago. I overlooked a wonderful opportunity and missed years of pleasure."

—H. L. Tate, Ohio

• YOU can improve your earning capacity by studying landscaping in your spare time! Enter a profession where you will be in demand. American Landscape School has an easy, practical, home-study course that can be completed in 8 to 12 months.

45 beautifully illustrated lessons. Landscape gardening for homes, estates, parks, cemeteries. FREE lifetime consultation service. 35th year. Successful graduates throughout the world. Write today for free catalog.

Francis A. Robinson, president, is a partner of Robinson & Parham, member of American Association of Nurserymen; in active professional landscape practice for 40 years.

AMERICAN LANDSCAPE SCHOOL
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I'd like to know more about how to make money through landscaping.

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PLATE BOOKS

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Fruits — Shrubs — Evergreens

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202 Main St. PEORIA 2, ILL.



MENNEPOTS Make Profits for You

Extend your selling season and save time and labor in your potting operations! The economical medium for merchandising Roses, Shrubs, Trees, Annuals, Perennials, etc., in full flower, in all seasons. NO TRANSPLANTING; PLANT POT AND ALL.

Lightweight—superior strength—ready to use, with stapled bottom. This makes for labor saving in potting time, yet allows for aeration and drainage for root systems! Roots readily penetrate pot's walls and bottom in normal growing habit. Plants can be redug with ease months later, because of a compact root system. The extremely light weight of the Mennepot makes shipping costs negligible.

Special Prices on Carload Quantities.

Size	Approx. Wt. per 200		Top Dia.	Bot. Dia.	Ht.	Price per 100 Regular	Price per 1000 Regular	Price per 100 Heavy	Price per 1000 Heavy
	Regular	Heavy							
No. 0	20 lbs.	50 lbs.	4 ins.	3½ ins.	4 ins.	\$2.75	\$25.00	\$3.75	\$35.00
No. 1	30 lbs.	70 lbs.	6 ins.	5 ins.	6 ins.	4.00	37.50	5.25	50.00
No. 2	48 lbs.	110 lbs.	7 ins.	5½ ins.	8 ins.	4.50	42.50	5.75	55.00
No. 3	60 lbs.	140 lbs.	8½ ins.	6½ ins.	9 ins.	5.00	47.50	6.25	60.00
No. 4 Pan	60 lbs.	140 lbs.	8½ ins.	7½ ins.	5 ins.	5.00	47.50	6.25	60.00

500 or more take 1000 quantity price. Send 25c for one set of Samples.

All Shipments F.O.B. No. Tonawanda, N. Y.

Terms: 2% Cash with order. Net 30 Days.

Less than 100 pounds take 100-lb. freight rate.

Packed 100 and 200 per carton.

MENNO S. MENNES NURSERIES

Phone LIUdlow 4444 NORTH TONAWANDA, N. Y.

Julian Herman; San Joaquin, Willis Stribling and Clifford Oliver; Superior, Charles Staats; Tri-County, Howard Brown.

A. A. N. Breakfast.

California A. A. N. members gathered at breakfast September 26 to elect officers and delegates for the ensuing year, Syd Whitehorn conducting the session with dispatch.

As is customary, the outgoing C. A. N. president, W. S. Clark, was chosen chapter president. Willis S. Stribling was elected secretary.

In place of Clyde Stocking, now regional director, David S. Stump was elected a delegate to the A. A. N. board of governors. Elected delegate for two years were Willis Stribling, O. L. Weeks and Herman Sandkuhle. Holdover delegates are Martin Usrey and Lynn Mossholder. Alternates for the foregoing were elected as follows, respectively, John Armstrong, Jr.; Virgil Cripe, John Edwards, Ray Hartman, Peter Mordigan and F. C. Tomlinson.

In his father's absence, John Armstrong, Jr., called attention to the proposal to hold the A. A. N. convention on the Pacific coast in 1956. While an invitation has been received from Seattle, Wash., an equally strong bid has been advanced from Los Angeles, and he urged the Californians to lend their thorough support. The new Statler hotel at Los Angeles is expected to be in operation ere that time and able to house the entire convention under one roof.

Trade Exhibits.

In the lobby of the Ahwahnee hotel, near the registration desk and the entrance to the meeting room, were set up tables for trade exhibits. Those displaying their wares were the Carscallen Nursey Label Co., Pasadena tags and labels of various types; Fungitrol Chemicals, Inc., Palo Alto copper naphthenate compound for

NOTICE NURSERYMAN

Your lawn-building problems will be simplified if you use the Original Swiss Rotary Tiller to completely pulverize the soil into a perfect rejuvenated seedbed 11 inches deep.



"The
Machine
that is
copied
but never
equaled."
Best for
33 years.

Manufactured by SIMAR, originators of
rotary tillage, since 1918.
Write for details and price.

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P. O. Box 270
NORTH WALES, PENNSYLVANIA
U. S. A. Distributor

PROMPT CARLOAD SHIPMENTS FAFARD SPHAGNUM PEAT MOSS



Direct from our bog to you.

- Bales
- Bags
- Half Bales
- Boxes

Horticultural Peat-Humus

Samples furnished on request

CONRAD FAFARD, Inc.
Box 774, Springfield, Mass.

FERTO-POT

Made of cow manure; plant eats pot. 2-in., \$2.75 per 100; 2½-in., \$3.25 per 100; 3-in., \$4.00 per 100. Prepaid. Bulk prices, \$18.00 per 1000 up. Booklet free.

ALLEN CO.
PITTSSTOWN 8, N. J.

PERFECTION MARKERS ARE BETTER



for Park Trees, Display Gar-
dens, Field use or Greenhouse
Pots or Boxes. Written by
thousands of users and by
one booster! You'll like
them, too. They will stand
for years at one marking, or
may be changed any number of times
for various markings. Send for cata-
log and prices of the complete
PERFECTION LINE.

The S-W Supply Co., B. 31, Girard, Kas.

Before Buying Get Our Prices First

BURLAP { Domestic Squares
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J. SHORE & COMPANY, INC.
CHELSEA, MASS.



Soil Fumigation . . .

can save you time and money!

DOWFUME MC-2

controls weed seeds and soil pests

You will find it profitable to treat both indoor and outdoor plant beds with Dowfume MC-2 before seeding. This effective Dow soil fumigant contains Methyl Bromide for quick, thorough penetration and rapid aeration. It kills most weed and grass seeds, grass stolons, roots of perennial plants, nematodes and soil insects throughout the tilled layer of soil. Also, at higher dosages certain soil-borne disease organisms are controlled.

Dowfume MC-2 is economical. One pound treats 100 square feet of soil for weed seed and insect control. Four pounds treat the same area for plant disease control. Planting may be done within 48 to 72 hours.

Are you interested in a quick, effective, economical way to fumigate seed beds, propagating beds, hot beds, cold frames, benches, potting soils and compost? Ask your greenhouse supplier about Dowfume MC-2 and the handy trial kit available at low cost. Or write our Fumigant Department for complete information.

THE DOW CHEMICAL COMPANY • MIDLAND, MICHIGAN



preserving wood flats and burlap squares; Schwabacher-Frey Co., San Francisco, horticultural lithographs; American Container Co., Los Angeles, red clay pots; Owens-Corning Fiberglas Corp., Pacific coast division, Santa Clara, forms of Fiberglas for mulch, balling plants, wrapping plants for shipment, etc.; Bandini Fertilizer Co., Los Angeles, fertilizers and pesticides; California Spray-Chemical Co., Richmond, sprays and dusts, and Getzum Products, Sumner, Wash., all-purpose insecticide.

Three other firms, Downey Fertilizer Co., Schmidel & Co. and Stribling's Nurseries, purchased space and made it available to nursery members to display their catalogs and price lists. About a dozen used this opportunity and presented an interesting assortment of printed sales material.

Notes.

A basket of fruit was in each hotel room, supplied by the courtesy of Tom Sand and the Striblings and containing seedless Valencias from the Armstrong Nurseries.

Issued daily during the convention, "The Grapevine" contained three or four pages of mimeographed text, mostly from the inimitable pen of the editor, Syd Whitehorn, who made up for the paucity of news by witty

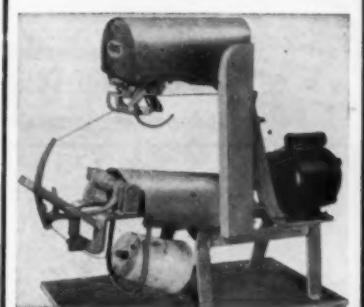
MEL-LO PEAT A Wonderful Soil Builder



Actual Photograph
Of Plant Grown with MEL-LO PEAT

Roots like these can be grown by anyone where Mel-Lo Peat is used. See our ad in Classified Column.

MEL-LO PEAT CO., Willard, O.



New Rotary Model FELINS BUNCH TYER

Sturdier construction, smoother action, for tying all varieties of nursery stock, cut flowers and bunch vegetables at a great saving of time, money, twine.

FELINS TYING MACHINE CO.

3351 N. 35th St. • Milwaukee, Wis.

THE WORLD'S BEST — 100% SOLUBLE

Immediately Available to Roots

PLANT MARVEL

"Just as you water"

For HOUSE PLANTS • SHRUBS • BOSSES • VEGETABLES

Write for FREE SAMPLE, prices, etc.

PLANT MARVEL LAB. 12050 PARNELL AVE.

Dept. AM-10, CHICAGO 28, ILL.

**Learn ORNAMENTAL
HORTICULTURE**
A thorough, constructive home training
for employment or advancement in
Nursery Operations, Park Supervision or Main-
tenance, Landscape Designing or Landscape
Gardening. Send for Free bulletin. APPROVED
FOR VETERANS.

NATIONAL LANDSCAPE INSTITUTE
Dept. N-10, 310 So. Robertson, Los Angeles 48, Calif.

**Saves hours of digging time . . . costly labor
NOW!**



ROPER'S
PATENTED
EXCLUSIVE
FEATURE

3-inch Roller Bearing at
Point of Digging

Plant heavier, wider trees and
shrubbery with the **EXTRA-WIDE,**
18 to 24-in. diameter ROPER Digger

This rugged, durable Roper Digger works perfectly in shale, stony clay, sandstone, any tough soil. Easily installed by one man in 5 minutes; fits any jeep or tractor. Cuts planting and transplanting time way down.

NO SWING OR SWAY . . . Stays rigid while digging . . . digs straight or at any angle, adjustable for hillside digging.

NO WOBBLING or breaking . . . Safety shear pin is at universal and is easily replaced in field. Three models to choose from that dig up to 42-in. holes; from 8 to 24 ins. in diameter.

Write for free information and name of nearest dealer. **FULL YEAR GUARANTEE** on all parts and workmanship . . .

DISTRIBUTOR AND DEALER INQUIRIES INVITED.
WRITE TODAY FOR INFORMATION.

ROPER MFG. CO.—DEPT. N
ZANESVILLE, OHIO



Since burlap is scarce and expensive we also solicit your orders on lower priced material.

**Open Mesh
Onion Bag Squares**

HARROD BAG CO.

7250 N. WESTERN AVE.
CHICAGO 45, ILL.

HEDGE MOWER

Fastest Hand-operated Hedge Mower made. Cuts 14 inches wide in a continuous mowing action. Two-way action blade. Just like a tractor mowing bar.

Only \$9.95 postpaid.

CHANDLER CO.
AYER, MASS.

GROWERS

When transplanting or starting
No Way soluble plant food

WILL

Lessen root shock
Hasten growth

YOU

Use it once—you will always

WRITE

For our "Prove It" offer.

NU WAY PLANT FOOD CO.
STREATOR, ILL.



**AN ALLCUT
CUTS LIKE A
SICKLE FROM
the GROUND UP!**

Cuts ALL the weed stalks left by other mowers with practically NO EFFORT. Cuts ornamental grass (grass that is cut every week) on steep banks with EASE. Thousands of ALLCUTS now in use in public parks, cemeteries, military posts and private grounds. Write for circular.

Prices include delivery.
16-in.—\$27.50 24-in.—\$34.50

AUTO SICKLE CO. So. Natick, Mass.
Dealer inquiries invited.

**LABELS
FOR
NURSERYMEN**

**THE
BENJAMIN CHASE
COMPANY
DERRY, N. H.**

comments and apocryphal anecdotes about members, to produce an entertaining journal.

Jack Evans was called home before the election of officers, but received by telephone announcement of his choice as vice-president, as well as congratulations from the rival candidate, Dave Stump.

Bert Kallman, who looked forward to less arduous operation of his nursery at Santa Barbara when his two sons became active in the business, is again without their services. Both are in the navy in Korea, Bob becoming a lieutenant when recalled from the reserve and Ted entering as able seaman. Bob has two children, and Ted was married last year.

**CATALOGS RECEIVED.
WHOLESALE PRICE LISTS.**

Cartwright Nurseries, Collierville, Tenn.—Evergreens and flowering and shade trees; 8 pages, 4x9 inches.

Champion Nurseries, Perry, O.—Ornamental trees, shrubs and vines, evergreens, rosebushes and fruits; 24 pages and cover, 4x8 inches.

Cole Nursery Co., Painesville, O.—Deciduous and evergreen trees, shrub and vines, rosebushes and perennials; 32 pages and cover, 5x7 1/2 inches.

J. E. Conard & Son, Stigler, Okla.—Evergreens, deciduous trees and shrubs, roses and fruits; 12 pages and cover, 4x9 inches.

Cottage Hill Nursery, Mobile, Ala.—Camellias, evergreens and azaleas; 34 pages, 4x8 3/4 inches.

De Wilde's Rhodo-Lake Nurseries, Shiloh, N. J.—Rhododendrons, azaleas and ericaceous plants, 8 pages and cover, 4 1/4x9 1/2 inches.

Forest Nursery Co., McMinnville, Tenn.—Deciduous trees and shrubs, vine, nut trees and evergreens; 20 pages, 4x9 inches.

Jackson & Perkins Co., Newark, N. Y.—Roses, perennials, vines, deciduous trees and shrubs, evergreens, fruit and nut trees; 32 pages, 5 3/4x8 inches.

Jewell Nurseries, Inc., Lake City, Minn.—Fruits, deciduous trees and shrubs, vines, evergreens, perennials and roses; 32 pages and cover, 5 1/4x8 1/4 inches.

Kallay Bros. Co., Painesville, O.—Evergreens, deciduous trees and shrubs, roses and vines; 72 pages and cover, 4x8 inches.

Koster Nursery, Bridgeton, N. J.—Azaleas, rhododendrons, magnolias, conifers and lilacs; illustrated; 40 pages and cover, 8 3/8x10 1/4 inches.

Krieger's Wholesale Nursery, Bridgeman, Mich.—Small fruits, 6-page folder, 3 3/8x8 1/4 inches.

R. Lacy Nursery, Longview, Tex.—Shade trees, flowering shrubs, broad-leaved and coniferous evergreens, roses; 8 pages, 4x8 3/4 inches.

Mitsch Nursery, Aurora, Ore.—Coniferous and broad-leaved evergreens and perennials; 16 pages, 4x9 inches.

W.-T. Smith Corp., Geneva, N. Y.—Fruits and vegetable plants, roses, peonies, deciduous trees and shrubs, vines and evergreens; 4 pages, 8 1/2x14 inches.

Tingle Nursery Co., Pittsville, Md.—Deciduous trees and shrubs, evergreens, perennials and bulbs; 52 pages and cover, 4x9 1/2 inches.

RETAIL NURSERY SALES PROMOTION.

[Concluded from page 9.]

the holiday. You will be surprised to find how many will remember you next time they need a potted plant. At Christmas we hire a Santa Claus in full costume to give candy to children that come with their parents. The last couple of years we have invited the public to take pictures of the children with Santa Claus and have provided him with a chair and surrounded him with Christmas berries and plants for a colorful effect.

We give S & H green trading stamps and can honestly say it is the biggest drawing card we have. Many nurseries can get this exclusively.

Belong to a good service club and take an active part, and do the same with your local chamber of commerce, but in all of them be a "does"; don't sit back and wait for someone else. By working in such organizations you can get a lot of free publicity as well as making some good contacts. Sales depend upon good will, and good will is developed by good human relations. Sell the dignity and responsibility of your nursery to the people of your community.

Sell your own laborers the true story of what makes your business click. Sell them on the idea that profit for you also is their profit in better wages and better working conditions. Remember, "nothing happens until somebody sells something."

Employ the best auditor. His fee is money well spent because he can show you ways of cutting expenses, suggest new ideas in selling and maybe save you money in taxes and, best of all, tell you if you are really making or losing money.

In summing up, grow good plants, display and price them right, keep a clean place with courteous salespeople, advertise by any means you can, keep all promises to your customers and value and try in every fair manner to create good will, as you know good will is something your competitor can't take away from you. I sincerely believe it is true that "he profits most who serves best." We must think in a grand manner if we are to accomplish great things in our industry.

OWNERS of Helper's Nurseries, Inc., 17630 Lake Shore boulevard, Cleveland, O., Ed and Ingara Helper have opened a branch store at 17750 Lake Shore boulevard, to be known as the Lake Shore Garden Center.

Premier Peat Moss

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OREGON FALL MEETING.

[Continued from page 11.]

by members of the staff of Oregon State College. W. M. Mellenthin reported on the progress of assembling a collection of crab apples at the college at Corvallis which will make possible determination of correct nomenclature and selection of those species and varieties best suited to the Pacific northwest. Performance of some varieties there apparently differs from that in the east, particularly in holding fruit on the tree. The tendency of some sorts naturally to crossbreed has led to considerable confusion in nurserymen's stock, and it is hoped to ascertain the correct strain in at least some cases. Colored slides, accompanied by Mr. Mellenthin's comments, supplied an informative progress report on this project.

Dewayne C. Torgeson offered some charts and comments on the distribution and host range of fungi causing root rot of ornamental cypress. Since Dr. J. A. Milbrath had discovered Phytophthora lateralis on *Cupressus lawsoniana* and its varieties, work had been undertaken at Corvallis to learn other hosts of the fungus. That one seems restricted to *Cupressus lawsoniana*, however, but *Phytophthora cinnamomi* was discovered to affect a variety of host plants. Nurserymen may avoid both fungi, said Mr. Torgeson, by propagating from clean stock and growing in clean soil.

The annual report for the state department of agriculture was made by Walter Upshaw, manager of the Portland branch office, who talked generally on the department's policies as they affect nurserymen and the results that had been achieved by cooperation.

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cial treat concluding the Wednesday morning session. Then, after luncheon, the Rev. John A. Beard, retired minister of Mount Tabor Presbyterian church, Portland—introduced by Avery H. Steinmetz, at one time an elder in that church and married to Mrs. Steinmetz by Chaplain Beard—told a most interesting story of his recent canoe trip, accompanied by a high school boy, following in reverse the route of Dr. John McLaughlin from eastern Canada to Vancouver along the river waterways used by the Hudson's Bay Co. trappers in pioneer days.

Awarded Honorary Memberships.

After the banquet, Tuesday evening, an enjoyable musical program was provided, as last year, through the courtesy of Mrs. Steinmetz, who accompanied a soprano and tenor soloist. Paul Bercowitz, violinist from a local radio station, played several selections that displayed his virtuosity.

Elmer Merz was entertaining as toastmaster of the evening.

Its highlight was the presentation by Avery H. Steinmetz of honorary membership certificates to John G. Bacher, proprietor of the Swiss Floral Co., Portland, for his work and hybridization in petunias, primulas and rhododendrons, and to Fred Edmunds, retired curator of the international rose test gardens at Portland, for his achievements as a rosarian.

Mr. Bacher, now 69, moved to Portland in 1906 and first became prominent as a florist and a nurseryman, then as a writer and lecturer. An ardent photographer, he is reputed to have the largest collection of colored slides of horticultural subjects in the Pacific northwest. He served as president of the old Pacific Coast Association of Nurserymen.

Fred Edmunds, 80, was born in London and came to America in 1890, working in nurseries from Florida to Oregon as a young man. After some years in varied occupations in Alaska, he settled at Portland in 1923 and became curator of the rose garden in 1927, retiring this year.

Mrs. Bacher and Mrs. Edmunds were both absent, recovering from automobile accidents, and so a bouquet of red roses was sent to each. Her daughter, Mrs. R. A. Walker, wife of the vice-president, accepted Mrs. Bacher's roses, and Mrs. Whittaker accepted those for Mrs. Edmunds.

Dean Collins presented to Mr. Edmunds an autographed copy, the



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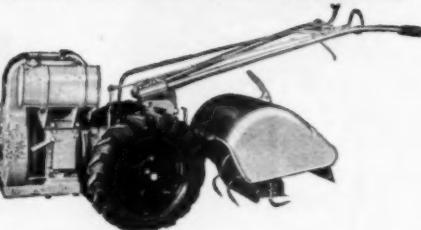
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first from the publisher, of a new book, "Roses Illustrated," dedicated to the retired curator.

Four earlier recipients of honorary memberships were introduced: Herman A. Lewis, of the Russellville Nurseries, 89 years old, accompanied by Mrs. Lewis; Edward J. Berneche, Portland peony and lilac grower, 81 years old, accompanied by Mrs. Berneche; Richard Layritz, of Layritz Nurseries, Victoria, B. C., 84 years old, and Chris Rich, of Rich & Sons Nursery, Hillsboro, 82 years old. Mrs. Layritz and Mrs. Rich were unable to be present. In this group were represented over 200 years of nursery experience.

Notes.

Attendance of the Doty family was the smallest on record. Secretary Jim Doty was on the job most of the time, but absent from the banquet to take his wife home from the hospital. His father, Paul Doty, went into the hospital for a delayed operation instead of attending the convention.

Visiting local rose growers at the time, Sidney B. Hutton, Conard-Pyle Co., West Grove, Pa., attended the banquet.

Carrying the banner of the A. A. N. and "Plant America," Curtis Porterfield and Howard P. Quadland arrived at Portland after addressing meetings of A. A. N. members at Salt Lake City, Utah; Boise, Idaho, and Spokane and Seattle, Wash.

NEWLY organized as a retail business by C. Cyril Klein and R. E. Klein, with the latter as manager, are Treeland Nurseries, with four acres on R. F. D. 5, Frederick, Md.

STATEMENT of the ownership, management and editorial control required by the act of Congress of August 21, 1912, as amended by the acts of March 2, 1933, and July 2, 1946, of American Nurseryman, published twice monthly, at Chicago, Ill., for October 1, 1951.

1. The names and addresses of the publisher, editor, managing editor, and business manager are: Publisher, American Nurseryman Publishing Co., 343 S. Dearborn St., Chicago 4, Ill.; Editor, F. R. Kilner, 343 S. Dearborn St.; Managing Editor, None; Business Manager, F. R. Kilner.

2. The owner is: American Nurseryman Publishing Co., Chicago; the names and addresses of stockholders owning or holding one per cent or more of total amount of stock are: F. R. Kilner, 343 S. Dearborn St., Chicago 4; Kilner Family Trust, Kenilworth, Ill.

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4. Paragraphs 2 and 3 include, in cases where stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting; also the statements in the two paragraphs show the amount's full knowledge and belief of the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities is a capacity other than that of a bona fide owner.

5. The average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the twelve months preceding the date shown above was 7,416.

(Signed) F. R. Kilner, Business Manager.
Sworn to and subscribed before me this 17th day of September, 1951. Nellie E. Ryan, Notary Public.

(My commission expires July 31, 1953)

OCTOBER 15, 1951

79

PLANT NOTES.

[Continued from page 16.]

more spectacular plants have been embraced by our gardeners, even if they were first made popular abroad. For instance, several of the phloxes reached their present great popularity that way, and penstemons are being used more and more in this country, but sidalceas have not yet attracted any of the interest that they are shown in Europe.

When the wagon trains rolled across the plains and mountains to the west, they carried restless settlers through the sidalcea country. First they passed *S. candida* in the Rocky mountains, then saw *S. malvaciflora* when they reached California, and perhaps several others, for the west has thirty or more kinds accounted for by botanists. But these restless folks were more interested in the gold of California and the rich farming lands of Oregon than they were in flowers. It is not surprising therefore to find that neither in their travels nor after they settled down did they give sidalceas much thought. Nor did the eastern gardeners pay much attention to them.

It was otherwise, though, when the plants reached Europe, where the gardeners took them up with much enthusiasm. Succeeding years have shown the good judgment of the Europeans who recognized the possibilities inherent in the original plants. They have given present-day gardeners several good named varieties, including the lovely pale pink *Sussex Beauty*, the rose-pink *Rose Beauty*, the rosy-purple *J. Dickson* and the clear red *Crimson King*. Unfortunately, few of them are available in this country. *Rosy Gem*, a variety with attractive rose-colored flowers, is available at some of our nurseries, and seeds obtained from European sources and saved from a selection of named kinds yield an interesting lot of hybrids, some of them having great beauty.

Reputedly of easy culture in any ordinary garden soil in a sunny spot, sidalceas in our trials have suffered if the weather was hot and dry during their blooming season, which may be June, July and August, according to kind. To overcome that, or at least to alleviate its adverse effects, we always gave the plants water as needed and a good mulch of grass, leaves or other suitable material.

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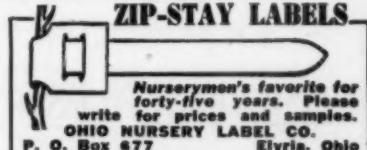
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popular in its own country. It is unfortunate that they are both natives and composites at the same time, for many gardeners are prejudiced against both. Add to the fact that they have been called dwarf sunflowers, and one sees the reason for their unpopularity. Unfortunately again, they are not sufficiently spectacular to attract immediate attention; yet they, especially *Balsamorhiza sagittata*, have certain qualities that should make them acceptable to most gardeners.

B. sagittata is widespread in the west, occurring on hillsides from Alberta and British Columbia to Colorado and California. So wide a range indicates an ability to exist in varied soils and in all sorts of situations. When brought into the garden, the plant proves that it is well suited to the conditions. It grows in almost any situation, so long as it is well drained. In trials here several years ago, it appeared at its best in a poor soil in full sun, where it grew fifteen to eighteen inches tall. In spring it produced large golden daisies, three inches or more across, with frilled, twisted petals on woolly felted stems over tufts of long, silvery leaves. This condensed description may sound unexciting, but the plant is handsome when judged from any angle.

Campanula Divergens.

A correspondent from New Jersey writes that he recently read in an English amateur journal a glowing report on *Campanula divergens*, and he wonders if the plant is suited to eastern American conditions. The English sometimes call *C. divergens* what we know in this country as *C. sibirica*, and if the description in the journal is of the plant I think it is, it is most assuredly adapted to our conditions and is also worth while.

The plant seems to be much confused in gardens, going under several names, including *divergens*, *hohenackeri* and *sibirica*, but I believe it is correctly called *C. sibirica*. In their keys botanists place it near *C. alpina*, a species that I shall use for comparison. In many ways it is little more than a large alpine from the gardener's standpoint, being one foot or less in height and larger in proportion in other characters.

According to reports the plant may vary from a worthless weed to a splendid ornament. I quote from Farrer: "While I have seen inferior, worthless developments of *divergens*, which may or may not have been typical, my own batch of seedlings

turned out handsome, middle-size, much-branched things, with innumerable, fine, big purple flowers." My own experience has been similar, the plants being big bushes with scabrous leaves. This leads me to think that the plant now in American gardens as *C. sibirica* may be its variety *eximia*, which Bailey points out is the commoner.

In any case, as generally available in seeds, the plant is an excellent ornament. It produces a more prodigious display of color than any other comparable plant that I know, lasting from late June or early July until September here in northern Michigan. As to culture, it needs so little attention that it qualifies for the foolproof class. Seeds germinate like radishes; seedlings show none of the fickleness of many bell-flowers, and the plants grow apace in almost any sunny situation.

NEW YORK CITY GINKGOES.

A column and a half in the New Yorker's "Talk of the Town" was devoted recently to two large, irregular ginkgo trees planted in front of the new Sinclair building at Forty-eighth street and Fifth avenue, New York city. Purchased through Syosset Nurseries, Inc., Syosset, L. I., N. Y., they are believed to be the first trees of that kind ever planted on a main avenue at New York.

The 50-year-old trees are now fifty feet high and have a caliper of seventeen inches. New to Rockefeller Center, the watering system installed for them consists of a circle of buried pipe, with spouts several inches apart, and is turned on several times a week. Robert Carson, of Carson & Lundin, architects, who suggested planting the ginkgoes, pointed out that they are not so symmetrical as pin oaks, not so low-spreading as plane trees and not susceptible to Dutch elm disease.

Mr. Carson believes the trees have a good chance of thriving. "They ought to, really; the ginkgo is one of the few plants that survived the ice age. It has existed essentially unchanged for millions of years, probably for a longer period than any other living tree, tracing back to the fossil Cordaitales of the Paleozoic era. It is sometimes known as a living fossil. It used to be considered a sacred plant in China."

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NEW CASES OF OAK WILT.

According to articles appearing in the August 15 issue of the Plant Disease Reporter, trees infected with oak wilt disease have been found recently in West Virginia, Michigan and western Pennsylvania, all of which were formerly believed to be free of the disease. In West Virginia three cases in widely separated counties were discovered almost simultaneously in a state-wide survey.

At Morgantown, in Monongalia county, W. Va., the infected trees were at two locations about four miles apart, and in each case the disease seems to have been present for at least one year. The owner of infected trees at Huntington, in Cabell county, reported that he has lost five oak trees in the past five years, all with symptoms of oak wilt. The third of the first three cases found in West Virginia was at Riverton, in Pendleton county, but later findings show that the disease is also present in Boone and Wood counties. No decision will be made regarding the adoption of a state-wide program of eradication until the survey is completed and the results are studied.

The first authentic case of oak wilt in Michigan was found in Cass county by a farm forester of the state conservation department. Plans were at once made to survey several southern counties by airplane, beginning the second week in July. Samples from suspected trees will be diagnosed as part of the program, begun in 1945, of studying all cases of dying oak trees in Michigan.

Three trees on one property in Sewickley Heights, Allegheny county, Pa., are infected with the first case of oak wilt in western Pennsylvania. The trees have been suspected since August, 1950, but the first cultures taken were negative. Collections made in May, 1951, however, prove the presence of the disease, according to representatives of the Davey Tree Expert Co.

LANDSCAPE nurseryman at Hackensack, N. J., for eighteen years, H. L. Mortensen has joined his son-in-law, Everett A. Hoppman, in starting a nursery on eight acres on Laurel road, New York city, N. Y.

HAVING resigned his position as vice-president of Boulevard Nurseries, Newport, R. I., Alfred L. Angel is selling German horticultural tools in association with Berryhill Nursery Co., Springfield, O. Mr. Angel will continue to reside at Newport.

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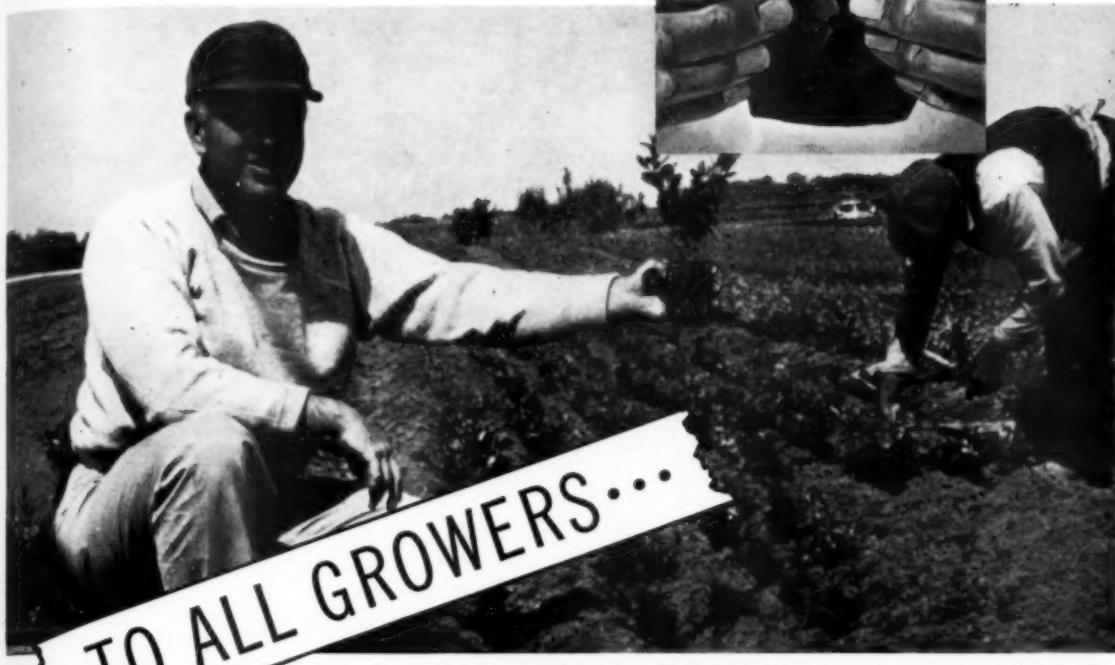
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8 to 10 ins., XX, frame.....	.49	.44	8 to 10 ins., XX, frame.....	.35	.30
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12 to 15 ins., XX, field.....	.80	...			
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10 to 12 ins., XX, field.....	.75	...	8 to 10 ins., XX, frame.....	.49	.44
Taxus Cuspidata Hiti (Hiti Yew)			10 to 12 ins., XX, field.....	.75	...
6 to 8 ins., XX, frame.....	.45	...	Taxus Media Hatfieldi (Hatfield Yew)		
Taxus Cuspidata Intermedia (Intermedia Yew)			6 to 8 ins., XX, frame.....	.45	...
8 to 10 ins., XX, frame.....	.60	.55	8 to 10 ins., XX, frame.....	.49	.44
8 to 10 ins., XX, field.....	.75	...	8 to 10 ins., XX, field.....	.60	...
10 to 12 ins., XX, field.....	.85	...	10 to 12 ins., XX, field.....	.70	...
Taxus Cuspidata Nana (Dwarf Japanese Yew)			Taxus Media Hicksi (Hicks' Yew)		
8 to 10 ins., XX, field.....	.75	...	8 to 10 ins., XX, frame.....	.40	.35
Taxus Cuspidata Wardi			10 to 12 ins., XX, frame.....	.45	.40
6 to 8 ins., XX, frame.....	.40	.35	8 to 10 ins., XX, field.....	.60	...
8 to 10 ins., XX, frame.....	.49	...	10 to 12 ins., XX, field.....	.70	...
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